A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 7, 1965

Business Climate in

Canada,
Honduras,
Sudan,
Panama,
Uruguay,
Argentina
and the
Somali Republic

Business Bulletins *from around the world*

BELGIUM—A new joint company, Centratom, has been formed by Societe Intercommunale Belge de Gaz et d'Electricite (INTERCOM) and Societes Reunies d'Energie du Bassin de l'Escaut (EBES). Centratom will begin studies for construction of two nuclear power reactors (about 600 megawatts each), one to be located on the Escaut River near Antwerp and the other on the Meuse River between Liege and Namur.

Societe Industrielle Belge du Petrole (SIBP), largest Belgian petroleum refinery, plans increase in refining capacity to 13 million tons per year from present 9 million tons. Construction of new refinery to be on left bank of Scheldt River at Antwerp.

April 1965 retail price index was less than .2% above March figure, but 4.1% over April 1964. Slight upturn in prices for certain foods and services outweighed small declines in prices of coal and certain meat products.

FRANCE—Interlake Steel Corp. of Chicago acquires first outlet in France and Common Market by purchasing majority interest in Feralco S.A., industrial products marketing company. French firm markets slotted angle and pallet rack systems for building, framing, storage and materials handling purposes, plus an extensive line of industrial plastic containers.

GREECE—Government makes offers to holders of pre-war sterling bonds through public notice in May 10 issue of London's *Financial Times*.

INDIA—Government informs State of Andhra Pradesh of final decision to construct a $25 million zinc smelter in coastal city of Visakhapatnam.

IRELAND—Electricity Supply Board (ESB) embarks on six-year development program that will increase its generating capacity by more than 50% or about 520,000 kilowatts. Plan, which will cost an estimated $98 million, calls for constructing three new power stations in addition to improving transmission and distribution networks.

ITALY—U.S. Steel Corp. and Finsider, Italian State steel group, sign agreement for joint management of Deriver S.p.a. steel plant at Torre Annunzieta, Naples. Each holds 50% of capital stock.

JAPAN—New battery-manufacturing company, National Mallory Denchi Kabushiki Kaisha, is formed by P. R. Mallory International, Inc., as joint venture with Matsushita Electric Industrial Co., Ltd. Firm will make mercuric oxide, manganese oxide and silver oxide batteries, using Mallory patents and know-how. Such batteries are used in hearing aids, radios, heart pacemakers and other electronic devices.

MALAWI—Nzeru Radio Co., new firm formed and directed by American engineer, will manufacture small transistor radios.

NETHERLANDS—Chamber of Commerce of the United States and 11 other chambers establish Federation of Netherlands Chambers of Commerce for Foreign Countries. Federation aims at promoting exports through consultation and cooperation among chambers.

Restrictions on bank loans of less than two years' duration are extended through August.

Dutch dairies to supply one million liters of milk to U.S. military forces in Federal Republic of Germany. This amount is 45% of total deliveries to these troops.

PORTUGAL—Naval stores production continues to increase. In 1964 production amounted to 89,241 metric tons, consisting of 72,751 tons of rosin and 16,490 tons of turpentine. This is 15% more than the 1963 total of 77,479 tons and 53% more than the 1958-62 average of 58,133 tons.

SPAIN—Reports from most regions of country indicate that Spanish agriculture will be faced with grave problems if rain is not forthcoming in very near future. Part of wheat crop is already reported to have been lost in south, and olive crop will probably be damaged if drought is not broken soon. Last year's crops were damaged by the lack of rain. Lower levels of agricultural production again this year would aggravate already intense pressures on food prices and worsen Spain's trade deficit.

SWITZERLAND—Sel-Rex Corp. of New Jersey purchases 20,000-sq.-ft. Geneva building from American Machine & Foundry Co., to serve as European headquarters for Sel-Rex International S.A. Firm is a leading producer of proprietary precious metal electroplating formulations for industrial, electronics and communications fields.

TAIWAN—Vulcan-Cincinnati, Inc., is awarded contract by Tai Ta Chemical Co., Ltd., for design and procurement services in construction of projected methanol plant. Tai Ta decided to achieve raw material integration through erection of own methanol plant after natural gas recently became available. New plant will be at Miau Li Hsien, Taiwan.

UNITED KINGDOM—Cunard Steamship Co. announces in London that its Liverpool-Great Lakes cargo services will be stepped up starting in July. Two vessels now in service will be joined on the route by two others, providing regular fortnightly sailings between Liverpool, Montreal, Toronto, Detroit, Chicago and Milwaukee. Cunard has operated regular winter service between Britain and the Canadian ports of Halifax and St. John, N.B.; the line now plans to move into the winter trade up the St. Lawrence River to Quebec, using a new vessel especially strengthened for ice navigation.

ZAMBIA—Dunlop (Zambia) Ltd. to build new factory which will manufacture bulk of bicycle tire and tube requirement for entire country.

Project for planting 15,000 acres of sugar cane and constructing $7 million sugar mill now under way. Sugar production is anticipated for 1968.

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $22.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

The business climate around the world contains a lot of sunshine, as the cover suggests. However, there are some rainy spots, too. Read on to discover how the Commerce Department's commercial weathermen rate the prospects for U.S. businessmen around the globe. This issue contains reports on the economic situation in countries as near as Canada and as remote as the Northern Region of the Somali Republic. No matter what the economic outlook, they all want to trade.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

June 7, 1965 Volume 71, Number 23

FEATURES

2 BIC's what-where-when guide to world markets, designed to help U.S. sales abroad, lists dates for trade centers, missions and fairs

4 First Trade Mission to Saudi Arabia, Persian Gulf States scheduled Feb. 10-March 12; oil-based economies hold potential for sale of U.S. goods

7 Andrews reviews U.S.-Iranian commercial relations in speech to New York trade group, announces plans for BIC Trade Mission to Iran

TRADE FAIRS AND CENTERS

8 Japanese guest of honor is first with cash on the line when Tokyo Trade Center opens pump-and-compressor show aimed at booming industrial market

WORLDWIDE BUSINESS OUTLOOK

11 Canadian forecasters optimistic that nation's economic expansion will continue through '65; income tax cut effective July 1 favors consumer spending

15 Argentina will spend more than $1 billion abroad in next 12 months and U.S. suppliers could get 25% of the business; inflation one of several problems

17 Somali Republic's Northern Region offers good, though limited, opportunity for sale of transportation, farm, road-building and water-supply equipment

18 Sudanese economy marks time after several years of steady expansion; Trade Mission in November is expected to boost commercial relations with U.S.

U.S. GOVERNMENT ACTIONS

20 Eximbank reports loans, guarantees and insurance in the amount of $274.2 million to assist U.S. exports to three continents in first three months of the year

21 Foreign Credit Insurance Association boosts coverage without raising rates; agricultural products still account for most U.S. trade with Eastern Europe

FOREIGN GOVERNMENT ACTIONS

22 Several Latin American countries alter their tax and financial structures; Venezuelan group provisionally approves new electrical equipment standards

INVESTMENT OPPORTUNITIES

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24 Three states in Northeastern Brazil formulate program to attract investors

WORLD TRADE OPPORTUNITIES

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EXPORT EXPANSION DATES

What, where, when: guide

Every week in the world's markets, the Bureau of International Commerce works with U.S. businessmen to sell U.S.-made products.

This activity takes several forms. Potential buyers are exposed to U.S. products at international trade fairs and the six U.S. Trade Centers. And trade missions go out periodically.

Another way to let foreign buyers see U.S. products is to use the Sample Display Service. This service consists of showrooms at Foreign Service posts in Lebanon, the Philippines, Thailand and Kenya.

Dates for many of these events are listed below. There is still time for a U.S. manufacturer to enter any exhibit listed if his product is acceptable.

Write: Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 or **phone:** Area Code 202 WOrth 7-5316 or 3137.

Trade missions are composed of outstanding U.S. businessmen who visit merchants and association officials overseas, establishing person-to-person contacts and discussing business proposals which they carry with them. **Write:** Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

Exhibits in commercial fairs by the United States are selected after a market study shows a need for the product.

National exhibitions, which present a picture of life in the United States, are usually held in the developing countries and in Soviet-bloc lands.

Trade Centers are located in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm. The shows are open by invitation to buyers, agents, and wholesalers, and are limited to specific product lines.

Air conditioners and dehumidifiers. JAPAN. Housing construction boom creating strong demand for room coolers. U.S. products popular. **Tokyo Trade Center. July 21-30.**

Capital machinery. PERU. Direct sales and joint ventures involving U.S. industrial equipment and technology investment. Includes food processing; packaging and preservation machinery; metal working machinery; and construction equipment. **U.S. Trade Mission.** Proposals must be received by June 15. **July 31-Aug. 28 in Peru.**

Educational laboratories and systems. SWEDEN. Show coincides with meeting of International Association of Modern Language Teachers in Uppsala. Market for advanced design of industrial training appliances and auto-instructional devices. **Stockholm Trade Center. Aug. 17-26.**

Air conditioning equipment. GERMANY. Building boom, desire for comfort create demand for all types of air conditioning equipment. Good chance to sell equipment and component parts. **Frankfurt Trade Center. Sept. 1-8.**

Industrial electronics. SWITZERLAND. Swiss economy depends upon efficient, automated industry. Present modernization program creates market for advanced U.S. industrial electronics. **Basle. International Exhibition of Industrial Electronics (INEL). Sept. 7-11.**

Advanced industrial fasteners. GREAT BRITAIN. $12-million market for advanced fasteners expected in U.K. by next year with large buyer audience anticipated in **London Trade Center show. Sept. 7-17.**

Electricity. YUGOSLAVIA. "Better Living Through Electricity" theme of U.S. national exhibition. **Zagreb International Trade Fair. Sept. 9-19.**

Packaging machinery. ITALY. Show coincides with 4th International Exhibition of Packing, Packaging, Mechanical Handling and Food Processing Industrial Machinery and is held at suggestion of Italian Packaging and Packing Trade Association. **Milan Trade Center. Sept. 11-17.**

Machine tools, agricultural equipment. POLAND, RUMANIA. Neither country familiar with U.S. products but both seek to expand trade. Interest is rising as relations improve. **Trade Mission. Sept. 18-Oct. 16.**

Photographic products. SWEDEN. A chance to test new and advanced photo equipment and film in a highly competitive but profitable field. Products for use by both professional and amateurs accepted. **Stockholm Trade Center. Sept. 21-Oct. 1.**

Welding and cutting equipment. GERMANY. U.S. manufacturers of all types of welding and cutting equipment are invited to participate in the leading commercial show of its type. Expanding market reported. **Essen. Trade Fair for Welding and Cutting. Sept. 25-Oct. 3.**

Nuclear instrumentation and related equipment. GERMANY. West German government and industry expected to spend $850 million. ('63-'67 period) on nuclear development and research equipment. **Frankfurt Trade Center. Sept. 28-Oct. 5.**

Hotel, restaurant and apartment house equipment. THAILAND. A $10-million market for contract furnishings, builders' hardware and institutional catering equipment. **Bangkok Trade Center. Sept. 29-Oct. 15.**

Data processing equipment. ITALY. Unique sales opportunity. Market estimated at $4 to $5 billion over next 10 years. **Milan Trade Center. Oct. 1-7.**

to sales around the world

Materials handling. SWEDEN. Challenging market for manufacturers of all types of materials handling and conveying equipment. **Stockholm Technical Fair. Oct. 1-7.**

Animal husbandry equipment. JAPAN. Rapidly expanding Japanese livestock industry presents immediate opportunities for sales of U.S. equipment, pre-mixes and biologicals. **Tokyo Trade Center. Oct. 12-22.**

Food processing, packaging and related equipment. THE NETHERLANDS. Change in Dutch eating habits causes increase in consumption of frozen and preserved foods. **Utrecht. Machinery and Equipment Fair (MACHEVO). Oct. 13-20.**

Commercial laundry and dry cleaning equipment. SWEDEN. Good market for all types of U.S. commercial laundry and dry cleaning equipment, including vending machines. **Stockholm Trade Center. Oct. 20-29.**

Consumer and capital goods. MALAYSIA AND HONG KONG. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Sept. 3. **Oct. 23-Nov. 21.**

Automotive service and repair equipment, metalworking machines, and hospital equipment. PERU. Outlook for all three categories appears bright in outstanding sales event. **U.S. exhibition at Pacific International Trade Fair in Lima. Oct. 30-Nov. 14.**

Light industry and food processing equipment. ETHIOPIA AND SUDAN. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Aug. 31. **Oct. 30-Nov. 27.**

Petrochemicals. IRAQ. Petrochemical utilization and by-products in retail trade, light industry and agriculture. U.S. national exhibition. **Baghdad. Nov. 1-28.**

Boating accessories. ITALY. Renewed interest in boating accessories not available from Italian sources. Small cabin cruisers and plastic out-board hulls have high marketability here. **Milan Trade Center. Nov. 2-8.**

Nondestructive testing and measuring equipment and instrumentation. GREAT BRITAIN. Wide sales prospects for aggressive U.S. businessmen willing to develop greater share of $32-million market—a market expected to reach over $62 million in 1970. **London Trade Center. Nov. 2-12.**

Farm machinery equipment and supplies. CENTRAL AMERICAN COMMON MARKET. U.S. exports of these products to CACM have doubled in the past five years, reaching $31 million in 1964. **International Trade Fair. San Salvador. Nov. 5-Dec. 4.**

Advanced teaching aids. JAPAN. Government and business interest in newest teaching techniques offers immediate market for U.S. equipment. **Tokyo Trade Center. Nov. 15-20.**

Audio-visual and training aids. THAILAND. Educational equipment keyed to the developing Southeast Asia market. Show will coincide with UNESCO meeting of ministers of education and economic planning of 18 countries in the area. **Bangkok Trade Center. Nov. 22-30.**

Vending machines. ITALY. Opportunity for expanded sales of U.S. vending machines and related equipment tailored to Italian market. **Milan Trade Center. Dec. 1-7.**

Machine tools. MALAYSIA. Industrial expansion in Malaysia provides excellent opportunity for U.S. firms. **Singapore Machine Tool Exhibition. Dec. 5-15.**

Analytical measuring instruments and laboratory apparatus. GREAT BRITAIN. Advanced scientific instruments, apparatus and equipment used in industrial and university laboratory research. **London Trade Center. Dec. 7-17.**

Consumer and capital goods. SAUDI ARABIA AND PERSIAN GULF STATES. U.S. Trade Mission. Business proposals should be submitted by Jan. 5. **Feb. 10-March 12.**

Sample Display Service

- It's a Bureau of International Commerce service giving U.S. exporters low-cost product display and demonstration service in Bangkok, Beirut, Manila and Nairobi.
- It helps U.S. firms obtain local agents, distributors, licensees and investors for their products abroad. Exhibit space and services are free. Exhibitors pay only one-way freight on their shipments.
- Displays are on view for 30 days. Company representatives are welcome but don't have to be there. Company must supply display sample or acceptable substitute, catalogs, price data, a letter introducing firm and product, and instructions for demonstrating the equipment.

JIDDA, in Saudi Arabia, is busy city on Red Sea. Its harbor is one of country's few ports with deep-water piers. Here Mission will begin visit next February.

U.S. Trade Mission to be sent to Saudi Arabia and Persian Gulf States early next year

These countries have virtually no import restrictions; currency is convertible, foreign exchange available

The first U.S. Trade Mission to Saudi Arabia and the Persian Gulf States will depart on a month-long visit to the Arabian Peninsula early next year.

The Mission, scheduled by the Bureau of International Commerce, will begin operations in Jidda Feb. 10 and end its stay in the area March 12.

The group will be composed of five U.S. businessmen with extensive experience in selected fields, and two officials of the Department of Commerce who will serve as Director and Trade Development Officer.

The largest development program in the history of Saudi Arabia, financed primarily from oil revenues, creates a favorable climate for U.S. exports to that country. Development expenditures are estimated at $300 million annually. Oil revenues, which reached $500 million in 1964, should continue to rise.

U.S. exports to Saudi Arabia in 1964 amounted to $89 million—an increase of $34 million over U.S. sales to that country in 1961.

The oil-based economies of the States in the lower Persian Gulf have reached a level offering excellent potential for increased sale of U.S. consumer and capital goods.

There are virtually no import restrictions in these countries. The currency is easily convertible and foreign exchange is readily available.

The Mission, which will be promoting the sale of U.S. consumer and capital goods, will discuss with interested local business firms proposals submitted by U.S. firms (see accompanying article).

In addition to Jidda, Riyadh and Dhahran in Saudi Arabia and two or more cities in the Persian Gulf States will be visited.

Business Information Centers will be established in most cities included in the itinerary. Here local businessmen can consult with the Mission regarding specialties of the members, business proposals offered by U.S. firms, or their own business offers.

Meetings will be programmed with trade associations and Government officials. Plant visits also will be arranged.

The composition of the Mission has been determined after personal consultation with the economic and commercial officers of the U.S. Embassy in Jidda and the Consulate General in Dhahran.

The group is to be composed of members selected from the following areas of specialization:

Civil engineer: Knowledge of and U.S. sources for machinery and equipment utilized in municipal water systems, filtration, street cleaning, garbage disposal. Ability to discuss irrigation and knowledge of full range of water pumps helpful.

Consumer goods: Broad general knowledge of U.S. sources and advantages of U.S. consumer goods, particularly domestic appliances, U.S. type apparel, water sports equipment, including outboard motors and sailboats, yard goods and foodstuffs.

Construction machinery: Knowledge of and U.S. sources of machinery and equipment utilized in erecting small plants, office buildings and homes, particularly those made of concrete, cinder blocks and metal.

Office and school supplies: Manufacturer or supplier of a wide range of U.S. office and school equipment, including desks, filing cabinets, office machines, maps and charts, and visual aids. Knowledge of hospital equipment and supplies desirable.

General industrial equipment: Able to advise on formation of and U.S. sources of machinery to be utilized in small plants such as aluminum extrusion, metal furniture manufacture, plastics, tire retreading. Knowledge of garage equipment desirable.

One or more of the members selected must be qualified to discuss joint-venture operations.

Businessmen who qualify and are interested in volunteering their services are invited to make known their availability to the Bureau of International Commerce, BIC-8210, U.S. Department of Commerce, Washington, D.C. 20230, or any Department of Commerce Field Office.

Market profile—Saudi Arabia

Government: Absolute monarchy under King Faisal, who also heads 12-member Council of Ministers. Council is vested with authority by royal decree. Benevolent Government encourages economic development.
Area: Estimated at 620,000 to 850,000 square miles.
Climate: Hot and dry with extremely high temperatures. Average annual rainfall less than 5 inches.
Population: Estimated between 4 and 6 million.
Financial situation: Highly favorable balance of trade produced by large petroleum exports. Gold and foreign exchange holdings $565 million in November 1964. Oil revenues, $560 million in 1964.
Exchange rate: 1 Saudi riyal=$0.22.
Per capita income: Estimated, 1963, $175.
Foreign trade: Imports, $280.4 million; exports, $1,043.9 million (Nov. '62-Nov. '63). U.S. trade with Saudi Arabia: Imports, $86 million; exports, $88.9 million (1964).

Market profile—Bahrein, Qatar, Abu Dhabi, Dubai

Government: All independent States enjoying special treaty relationships—with United Kingdom—in which the United Kingdom conducts their foreign relations. Autocratic local shaikhs govern domestic affairs.
Area (figures are approximate as boundaries are undefined and disputed):
Bahrein: Group of islands, 250 square miles.
Qatar: Peninsula, 5,000 square miles.
Abu Dhabi: Coastal strip running from base of Qatar peninsula to Dubai, with offshore islands.
Dubai: 1,800 square miles.
Climate: Extremely hot and dry in summer; warm and dry in winter.
Population: (1959 census) Bahrein, 143,000 (Estimate, no census); Qatar, 45,000; Abu Dhabi, 15,000; Dubai, 40,000.
Exchange rate: 1 Gulf rupee=$0.21.
Financial situation: Except for Dubai where oil exploration is in progress all are petroleum producers and exporters. All are in process of development and modernization.
Imports (1964): Bahrein, $78 million; U.S. share, $11.3 million. Dubai, $41.7 million; U.S. share, $2.8 million.

U.S. firms invited to submit proposals

U.S. firms with a product or service to sell, those seeking agency or distributor relationships, and those interested in entering into other business arrangements are invited to submit their proposals to the Director of the U.S. Trade Mission to Saudi Arabia/Persian Gulf States.

Proposals should be received in Washington by Jan. 5, 1966.

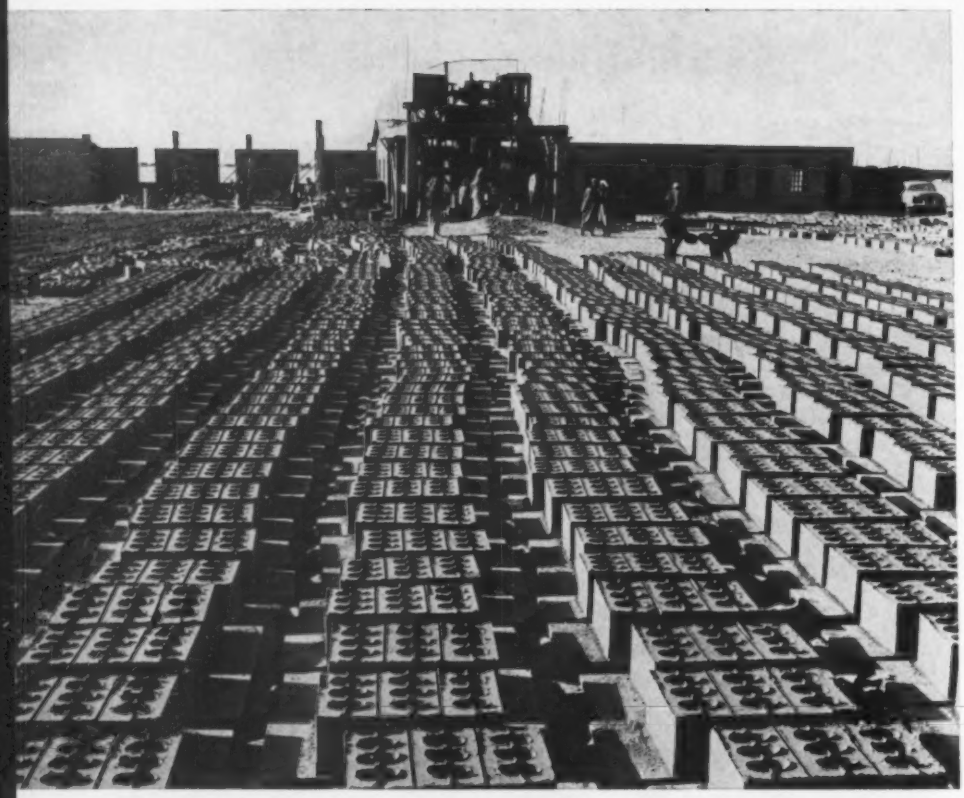
Business proposals will be printed in summary form, without identification or address, in booklets which will be distributed throughout Saudi Arabia and the Persian Gulf States before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after they have consulted with a Mission member regarding a specific proposal.

U.S. firms will be provided with the names of foreign companies expressing definite interest in its proposal, in order that follow up action may be taken.

How to submit proposal

To submit a business proposal, firms are requested to answer the questions below and send two copies with their proposals to the Director of the U.S. Trade Mission to Saudi Arabia/Persian Gulf States, BIC-8210, U.S. Department of Commerce, Washington, D.C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Missions Division will not seek a substitute for an established agent.
- Are you interested in a joint venture? In licensing a qualified firm to



manufacture your product abroad? If so, describe your proposition briefly giving details of products or services to be provided.

- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each proposal must be accompanied by descriptive information such as brochures, pictures, pricelists (c.i.f. if possible) and catalogs. This material should not exceed 50 single sheets.

If you are representing several firms, submit a separate proposal for each, specified by name and product or service. A summary, in 35 words or less, of each proposal must be submitted for inclusion in the booklets which are to be distributed in each country.

Business proposals also must be accompanied by one of the following, unless previously submitted within the past year:

Department of Commerce Form 1A-57, Registration of U.S. Firms Interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

ON PERSIAN GULF, erection of modern buildings promises to change Bahrein's traditional appearance. Above, masonry block plant in Dammam, Saudi Arabia.

Iran-U.S. chamber hears long-range trend is upward

BIC Deputy Director Andrews cites past decade's 300% rise

Americans who use cotton bed sheets, sleep in pajamas, eat eggs, peaches or apricots for breakfast, and put sugar in their coffee are indebted to Iran.

So began Archie M. Andrews, deputy director of the Bureau of International Commerce (BIC), in his address at the Twentieth Anniversary Dinner of the Iran-American Chamber of Commerce, held May 27 in New York City's Hilton Hotel.

Tracing the introduction of many comforts of Western daily life to commercial relations with Iran dating back for well over a century, Andrews paid tribute to the Chamber for its two-decade contribution to Iran-American trade and announced BIC plans for sending a Trade and Investment Mission to Iran next April.

"A group of five or six American businessmen, accompanied by Commerce Department trade specialists, will carry between 200 and 300 business proposals from American businessmen to Iran," he said.

Mission experts

"Mission members will include experts in food processing and packaging equipment, machine tools and light metalworking machinery, road-building and heavy construction machinery, agricultural machinery and general industrial equipment. These businessmen also will be prepared to discuss joint ventures and licensing arrangements.

"Our Trade Mission members, in effect, will carry out a Trade Mission in reverse when they return to the United States. They will bring back business proposals made by Iranian businessmen and will tour key U.S. cities relating to American businessmen the opportunities they found while talking on a person-to-person basis with their counterparts in Iran."

$206 million volume

Noting that the dollar value of U.S.-Iran trade in the 10 years between 1954 and 1964 had trebled—from $66 million to $206 million—Andrews cited projections indicating that both countries could look forward to a long-range upward trend in their economic relationship.

He emphasized that investment limitations proposed in President Johnson's voluntary balance-of-payments program do not apply to countries like Iran.

"We are asking American companies *not* to inhibit the flow of investment to the Free World developing countries," Andrews said. "We want to encourage private direct investment in such countries to accelerate industrialization to boost living standards.

"Similarly, a reduction of imports is *not* part of the program. We are strongly in favor of world trade expansion. Our own export surplus of $6.9 billion clearly indicates the advantages of liberal trade policy."

Evolving patent needs due for June conference airing

Improved patent protection around the world will be the subject of the Ninth Annual Public Conference of George Washington University's PTC (Patent Trademark and Copyright) Research Institute on June 17 and 18. All sessions will be at the Washington Hilton Hotel, Washington, D.C.

Co-sponsored by the Commemorative Committee of the 175th Anniversary of the United States Patent System, the conference will devote iself to the general theme, "Evolving Needs for the Protection of Industrial and Intellectual Property."

The June 17 luncheon session will feature presentations of "An Industry View" by Clyde B. Williams, president, Clyde B. Williams Co., Inc., and "A Government View" by William W. Eaton, Deputy Assistant Secretary of Commerce for Science and Technology.

"International Challenges and Opportunities" will be discussed at a June 18 afternoon session moderated by Jack N. Behrman, University of North Carolina professor and former Assistant Secretary of Commerce for Domestic and International Business.

Write: The PTC Research Institute, George Washington University, Washington, D.C. 20006.

FIREFIGHTING EQUIPMENT

An expanding Italian company in the field of firefighting equipment, which designs, manufactures and installs fire detectors, fire extinguishers and similar products, seeks license to produce U.S. firefighting equipment.

Write: Stopfire, Via Viterbo 63/73, Turin, Italy. WTD.

International Trade Winds

ENGINEERING—Dames & Moore, San Francisco, in association with Kabana, S.A., has established Dames & Moore Iberia, S.A., in Madrid, Spain. The firm offers consulting services in foundation engineering, soil mechanics, engineering geology, geophysics and seismology to clientele in Europe, North Africa and the Middle East.

CHEMICALS—An 80% expansion in the size of its manufacturing facility in Rexdale, Ontario, has been completed by Lawter Chemicals of Chicago. The suburban Toronto plant manufactures printing-ink vehicles for distribution in Canada and the Commonwealth. It is also the Canadian distributing point for Krumbhaar synthetic resins and Hi-Viz fluorescent pigments and coatings.

PUBLIC RELATIONS—Ruder & Finn International, New York City, has formed a joint public relations company with Guida Monaci s.p.a., Italy's oldest financial and corporate information clearing house, headquartered in Rome. The new operation is described as "part of a continuing expansion of Ruder & Finn International facilities to serve the marketing and public relations needs of the increasing number of U.S. companies operating in Europe."

WATER SUPPLY—West Pakistan has awarded a $2½ million contract to the Ralph M. Parsons Co., Los Angeles, to assist and train Pakistani personnel in planning, designing, constructing, operating and managing water-supply and sewerage systems. Direct technical assistance will be provided on five projects affecting 22 cities. Included are plans for expanding Hyderabad's river-water treatment plant, adding deep wells at Multan, and completing deep-well systems for Gujranwala, Newabshah and Sheikhupura. A 15-member Parsons team will assist the Public Health Engineering Department for about four years.

LATEX—A latex plant expansion project in the Botlek area of the Netherlands has been completed for Dow Chemical International N.V. by Badger N.V., The Hague. This additional source of styrene-butadiene latex is set up to help Dow meet sales demands in the rapidly growing market of northern Europe. Badger N.V. is a subsidiary of the Badger Co., Inc., Cambridge, Mass.

Guest of honor has buying yen

U.S. PORT representatives help Japanese buyers figure shipping rates at Tokyo Trade Center Show.

Akiyoshi Tamaki, Japanese guest of honor who opened the U.S. industrial pumps and compressors show at the Trade Center in Tokyo, became the first purchaser at the show as well.

Tamaki is president of Chiyoda Kako Kensetsu Co., Ltd., one of Japan's largest chemical equipment manufactures, which also does extensive design and engineering work for chemical companies in Japan.

Because of his outstanding position in the field, Tamaki had been nominated by the 24 U.S. participants in the show to join with Ambassador Edwin O. Reischauer at the formal opening.

Following the ceremonies, Tamaki and the Ambassador and a number of distinguished guests toured the show in a special preview showing for their benefit.

At the exhibit of the Frank Wheatley Corp. of Tulsa, Okla, Tamaki met Huber Dye, president of the company, who had traveled to Japan to attend the exhibit.

Tamaki became immediately interested in the Model P-310 tri-plex plunger pump being displayed by the company. After a brief discussion with Dye, Tamaki purchased the pump to be delivered immediately after the 10-day show closed May 29. A supply of spare parts was also ordered, and Tamaki indicated he felt this particular model pump could be used in a number of installations currently being designed by his company.

TOURIST WHO MEANT BUSINESS at Trade Center was guest of honor Akiyoshi Tamaki (right), who became first buyer after helping to open show. He is shown here with (left to right) Joseph Roelker, Far East manager for Worthington Corp., Harrison, N.J.; U.S. Ambassador Edwin Reischauer; Masaki Matsubara, Niigata-Worthington.

The Model P-310 is a high pressure pump having a maximum capacity of 10,000 psi. The initial installation in the Chiyoda Kako Kensetsu plant will be for special, high pressure, chemical cleaning operations.

The Frank Wheatley Corp. has not previously been represented in Japan. Dye said it was possible that some of their equipment was in use in Japan, having been brought here by trading companies from the United States, but that no previous sales directly to Japanese companies had been made.

Commenting on the sudden purchase, Dye said, "My only problem is that I didn't bring enough pumps with me."

Dye is presently considering establishment of representation for his company in Japan, and looks forward to expanded business contacts in the area.

Six of the 24 participating U.S. firms were seeking agents. Five of them were reportedly near their final selection after the first week of the show.

Italian show

The first industrial fastener show at the Milan Trade Center, which opened May 21, gave trade visitors a chance to see more than nuts and bolts, as they expected. Those who attended found an excellent display of sophisticated fasteners.

"These are needed in Italian industry," ran the consensus.

Agency-finding got off to a running start with the Long-Lok Corp. appointing a distributor in Italy the first day. The next day the Schwartz Chemical Co. named an agent for its adhesives.

Reaction from Italians who went to the show could be summed up by the statement of D. Gagliani, importer, who said, "This is the kind of show I like. It is designed to meet specific problems of manufacturers in an atmosphere conducive to doing business."

TWO BROTHERS FROM DENVER tell Japanese visitor how their pumps operate. They are George M. Wilfley (left), president, and Arthur R. Wilfley, vice president, of A. R. Wilfley and Sons, Inc.

SQUATTING FOR A SQUINT, prospective buyer takes close look at submersible pump shown by Prosser Industries of Anaheim, Cal. At right is the company's president, Arnold H. Prosser.

JAPANESE SPOKESMAN, Haruo Kawashima (below) represents the American Brake Shoe Co. of New York. Show at Tokyo Trade Center ended May 29.

HANDS FROM HOOSIERLAND point out important parts of a centrifugal pump. They belong to C. J. Hahn of LaBour Pump Co., Elkhart, Ind.

Trade fair on wheels will tour Europe showing U.S. products in truck-and-trailer caravan

New York firm planning roving exhibition of American equipment, hardware, tools, housewares, in specially designed trailers to tour Western Europe this summer

A trade fair on wheels, exhibiting U.S.-made products, is planned to tour Europe this year. The new style mobile fair will be operated by Harold Meyer Expositions, Inc., of New York under the name of INT/T/CAR, International Trailer Caravan, and will be made up of a caravan of truck-towed trailers.

The Department of Commerce has allotted funds to assist in advertising and shipping costs for this privately promoted mobile trade fair.

One of the advantages claimed, is that it will feature American-made products exclusively so that exhibitors will not be faced with the competition for attention from similar foreign made products.

Product categories

The caravan is a horizontal exposition encompassing five to 10 vertical shows represented by the individual trailers exhibiting the products of one industry exclusively.

The product categories to be exhibited were selected after careful research to determine which products were most needed in Europe. The final choice was based on requirements most common to the greatest number of markets to be visited. As a result INT/T/CAR selected the following industries for its first venture into Europe.

Automotive accessories; catering equipment; construction materials, apparatus and equipment; electrical apparatus; general hardware, including hand and power tools; hospital supplies and equipment; housewares; packaging machinery; specialty foodstuffs and vending and coin operated machines.

Exhibit space

All trailer exhibits have been designed by Messmore and Damon, nationally known designers and builders of displays for many of the important expositions in this country.

The exhibit space has been created to give each exhibitor the widest latitude for the display of merchandise and promotional material, while maintaining the unity of design for the trailer as a whole. Their services are available to all exhibitors. It is estimated that the cost of constructing the average display will not exceed $400 per exhibit space.

Each exhibit space measures 5 feet wide, 7 feet 5 inches high, and a maximum depth of 26 inches. Displays will be arranged along both walls of the carpeted and well lighted interior and so placed as to afford the greatest exposure to the traffic flow through the trailer.

Write: International Trailer Caravan, 310 Madison Ave., New York City, or phone (Area Code 212) 687-6290.

NAM to hold conference on world patent situation

The international patent situation will be discussed at a June 11 National Association of Manufacturers-sponsored conference in New York City's Waldorf-Astoria Hotel.

Meeting under auspices of the NAM's Science and Technology Division, Patents Committee, the conference will be addressed by Senator John L. McClellan of Arkansas, chairman of the Senate Subcommittee on Patents, Trademarks and Copyright, and foreign authorities including Dr. Kurt Haertel, German Patent Office president, Dr. C. J. DeHaan, Netherlands Patent Office director, Prof. G. H. C. Bodenhausen, director of the United International Bureau for the Protection of Intellectual Property, and Jean Monnet, director of the Societe des Usines Chimiques Rhone-Poulenc, France.

Japanese, Argentinian, Colombian and Soviet Russian officials will speak on topics ranging from "Invention and Innovation in Japan" to "Protection of Industrial Property in the USSR."

Stockholm, Bangkok Trade Centers show fabrics and coolers

Agents signed in Scandinavia; Thailand show called 'ideal'

The U.S. Trade Centers in Stockholm and Bangkok, half a world apart geographically, last week reported successful showings of product lines that were just about as far apart functionally.

Stockholm featured apparel fabrics. Bangkok displayed air-conditioning equipment and refrigerators.

In Stockholm:

Of the 12 participating U.S. firms, four were on the hunt for agents or distributors. During the show two additional agents, one each for Finland and Sweden, were signed. Another two were reported under discussion.

'Wide audience'

A number of exhibitors were happy at finding a good audience for their products. United International Exhibitors reported that the show "has given our collection a wide Swedish audience which we could not hope to duplicate had we traveled the market for weeks.

"We have seen every important account. Also, we have seen a great many retail buyers who we feel will stimulate Swedish apparel manufacturers by creating a demand for U.S. fabrics and style."

In Bangkok

At the Bangkok Trade Center, the air conditioning-refrigeration show opened with a "heavy incidence of hard-core businessmen," according to the Embassy in Bangkok.

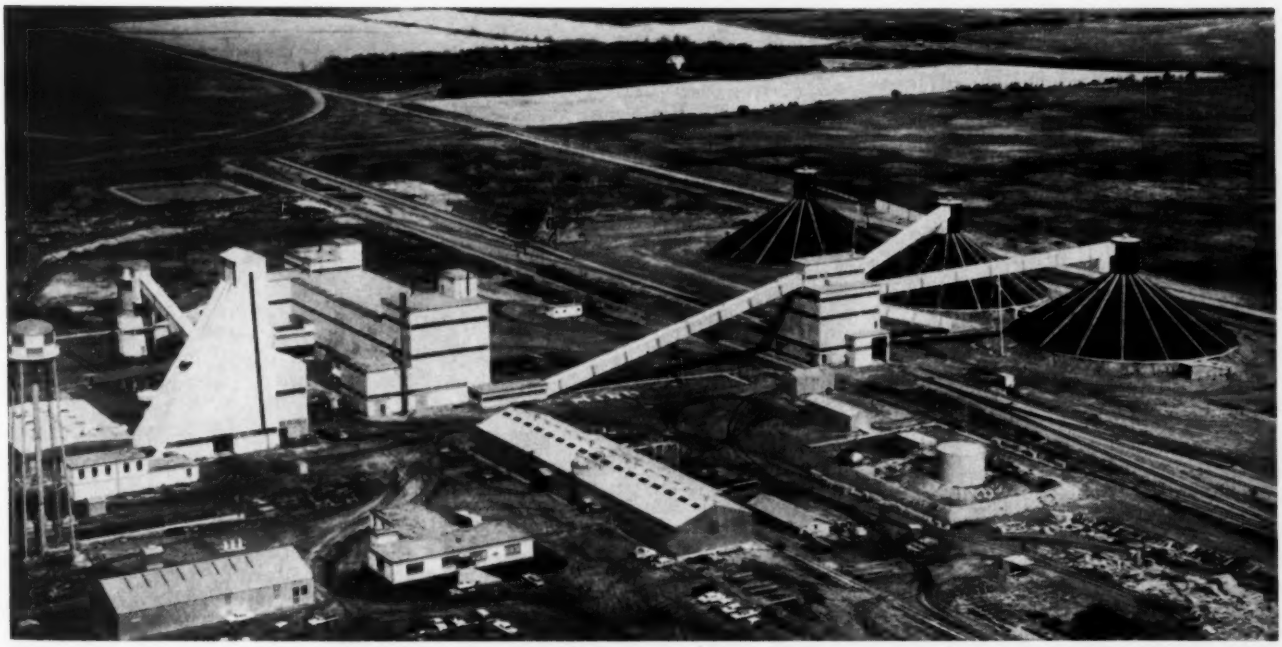
A number of ice-making machines, refrigerators and air-conditioning units were shown in operation.

Somnuk Singhabeadya, manager of the Amarin Hotel in Bangkok, said the show was "ideal for a buyer to select a product among the best American makes here."

A similar comment came from Prapas Thumprapos, procurement chief of the Erawan Hotel.

He said:

"The U.S. Trade Center should be applauded for the initiative of showing air-conditioning and refrigeration equipment again. I enjoyed the exhibit very much and feel at ease to select a product I want to buy at the Trade Center."



AERIAL VIEW of the International Mineral Co.'s potash mine at Esterhazy, Saskatchewan. Canadian industry is operating at record levels. (Nat'l. Film Board)

Canadian outlook rosy

Income tax reduction favors consumer spending; GNP expected to rise 7%

Most Canadian forecasters have become increasingly optimistic that the country's economic expansion will continue through 1965. Their optimism is based largely on the absence of excesses or distortions in the economy and the expectation of further economic growth in the United States.

In presenting the 1965-66 Federal budget to Parliament, the Minister of Finance referred to the 8.9% increase in the current dollar value of Canada's gross national product in 1964, and said a further rise of 7% could reasonably be forecast for 1965. He said he was confident that the recent rates of economic growth would continue well into the summer, although the outlook for the later part of the year was less certain. Economic gains in all sections of the country had reduced the seasonally adjusted level of unemployment to 3.9% of the labor force in March.

With good revenue prospects and the best fiscal balance in seven years, the Minister proposed reduction of personal income tax by 10% to a maximum of $600 annually. Half of this reduction would be effective July 1 for calendar 1965.

The corporation income rates and sales tax were left unchanged, pending a basic review of the tax system when the final report of the Royal Commission on Taxation becomes available.

However, the accelerated depreciation provision for new machinery and equipment enacted in 1963 was extended through 1966. Although this provision is available only to companies having at least 25% Canadian ownership, it is a favorable sign for U.S. capital goods exports to Canada, which have been advancing strongly. The original provision will be broadened to include purchases of certain grain storage facilities by farmers and farm cooperatives, and equipment to prevent water pollution.

Development corporation

Continuing the campaign to increase domestic ownership of Canadian production, the Minister proposed legislation to establish a Canada Development Corporation. The Corporation would have a capital of $1 billion with which to purchase equities. Thus it would share in financing the initial development or expansion of large-scale industrial projects such as mines, and provide financing, including refinancing, for large enterprises which might otherwise have to seek funds outside Canada with a consequent loss of ownership and control to non-residents.

The Corporation would take over the government-owned Polymer Corp., Canada's synthetic rubber producer, as well as other profitable Crown commercial enterprises.

The Federal Government would provide $100 million share capital for the Corporation. The publicly offered shares, of the mutual fund type, would be restricted so that ownership remained essentially Canadian with no investor able to own more than 3% of the outstanding shares.

To assure the retention of a Canadian-owned press, the budget speech proposed amendment of the Income Tax Act after

January 1, 1966 to disallow deductions for the cost of advertising primarily directed to the Canadian market in a non-Canadian periodical or newspaper.

The customs tariff would also be amended to prohibit the entry of "Canadian" or split-run editions of non-Canadian periodicals containing advertising primarily directed to the Canadian market, as well as periodicals in which more than 5% of the advertising contained specific reference to sources of availability in Canada or conditions of sale in Canada.

A "Canadian" newspaper or periodical would be defined as one owned on April 24, 1965 by a Canadian citizen or, in the case of a partnership or corporation, three-fourths so owned. Exceptions would be made for the two large periodicals and two small weekly newspapers already published in Canada by non-Canadian owners, so that no existing commercial interest would be affected.

GATT negotiations

The budget speech reaffirmed the Canadian Government's keen interest in the multilateral tariff negotiations now under way in Geneva. Recommendations by the Tariff Board for changes in the customs status of radio and television products, mining machinery, oilseeds and turkeys, were referred to Canada's negotiators.

The Board has been requested to make two new investigations, covering machines for the grading, packing and storing of fresh fruits and vegetables, and precision instruments used in surveying, engineering, drafting and machining. Free entry of these categories of imports is now bound to the United States in the GATT.

The economy will have the benefit of increased expenditures by the Federal Government in the fiscal year which began April 1. Budgeted outlay is forecast at C$7,650 million, compared with C$7,219 million in 1964-65.

Some of the increase will go directly to projects designed to improve labor's opportunities and capabilities. A broad scale war on poverty will be launched which will have many facets, including rural development and the strengthening of the depressed areas program which aims at locating industry in areas of chronically high unemployment. One such area, the Atlantic Provinces, shows significant improvement this year, due in part to special programs undertaken by the Federal and local governments.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

New labor code

The Federal Labor Code enacted in February becomes effective July 1. It provides a C$1.25 per hour minimum wage for the 550,000 Federal workers.

In the private sector, the trend is toward substantially higher wage levels in the union contracts negotiated so far. Major bargaining is in progress in several lines, and full order books and labor shortages will probably result in Labor's largest monetary gains in several years.

Increased output in most industry is indicated by the strength of the labor market this Spring. A great volume of industrial, institutional and engineering construction in several sections of the country is another key indicator. The dollar value of contract awards for the first four months of the year rose 10% above the corresponding 1964 figure to a new all-time record.

The automotive industry was handicapped for a time by labor problems, but output was 8% above 1964 in the first four months. Elements of the industry are undergoing expansion and reorganization, with some dislocation of the labor force.

Steel mills increased prices in February and have been operating at capacity but have been unable to keep up with demand. Three of the four primary producers have announced expansions totaling $750 million, mostly in steelmaking capacity. The Province of Quebec has plans for an integrated steel complex with an initial capacity of 600,000 tons.

A high level of cotton consumption and the recent announcement of a $37 million expansion by the industry's largest producer has brightened the outlook for that industry, despite larger imports.

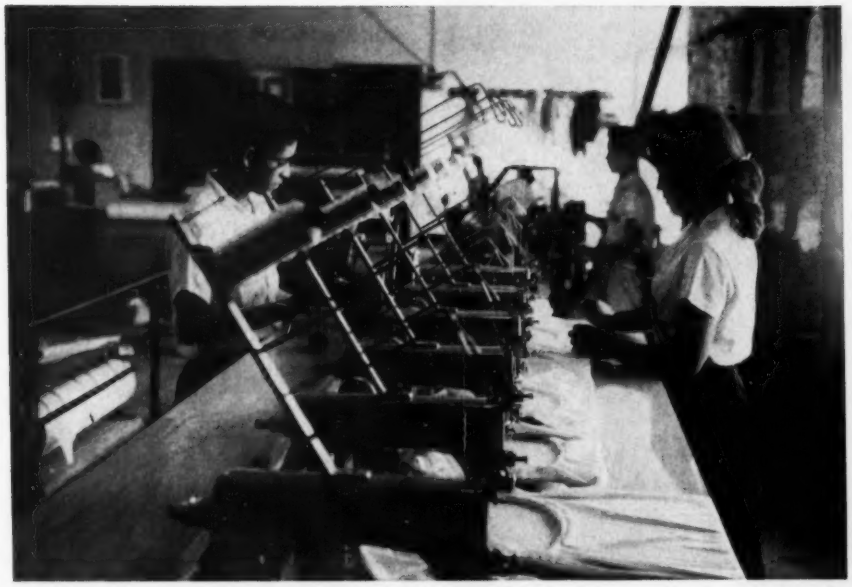
A new mining boom is in progress and several new mines and smelters will become operational in the coming months. A great expansion is underway in pulp and paper manufacturing in British Columbia and the Eastern Provinces.

GRAIN ELEVATORS and wheat fields stand out against the prairie sky at Indianhead, Saskatchewan.

ELECTRIC SWITCHES, RADIOS

A French firm which specializes in the production of a wide variety of electric switches, inverters, commutators and related articles seeks licensing agreements with U.S. manufacturers of electronic commutators and radio-electrical equipments.

Write: Anciens Etablissements Jean Rogero (APR), Rue Cariben, Montpezat-de-Quercy, Tarn-et-Garonne. WTD.



DAINTY PRODUCTS manufactured in this Honduran lingerie factory include women's knitted underwear.

Honduras expects economic surge to continue throughout 1965

Most commercial indicators running 10-15% ahead of '64; last year's growth in GNP was largest in recent history

Honduran economic activity in the first quarter of 1965 maintained the increased tempo attained during the last half of 1964.

Commercial activities and such economic and financial indicators as volume of construction, circulating media, savings accounts, and bank loans all were 10 to 15% higher than during the same period of 1964.

International reserves reached $16 million at the end of February, $2 million higher than the figure for February 1964.

The Chief of Government, Colonel Oswaldo Lopez, announced that the gross national product (GNP) reached $468 million in 1964, exceeding the 1963 GNP by 6.5%. The resulting per capita increase of approximately 3.5% is by far the largest gain attained in any recent year. Colonel Lopez forecast that both private and public sectors would exceed the 1964 gains in 1965. He emphasized that there would be a significant increase in public investment projects, and forecast a continued improvement in the country's international reserves.

Preliminary 1964 trade figures showed that exports increased 13.4% from $83.5 million (f.o.b.) in 1963 to $94.7 million. Imports increased by 6.9% from $95 million (c.i.f.) in 1963 to $101.7 million.

Although the unfavorable trade balance for 1964 is still a substantial $6.9 million, it is an improvement over the 1963 record gap of $11.6 million.

Import statistics for first quarter 1965 are not available, but increased purchases of foreign exchange by the private sector during the last months of 1964 indicate a rise in imports. The Central Bank reported that fourth quarter foreign exchange sales for imports ran 20% above fourth quarter 1963.

The first 1965 export statistics showed a continuation of the 1964 increases. Banana exports for January totaled 1,165,038 stems, up 7% over December, but 135% above January 1964. This increase was due to the expansion program involving 30,000 acres which United Fruit and its associated producers are planting to the Valery strain. Production by Standard Fruit is now slightly above 1964, and may reach 5 million stems in 1965.

However, coffee shipments ran 17% lower than 1964 due to poor weather and depressed prices. Exports for the first quarter of 1965 totaled 127,439 bags of 60 kilograms each.

Cotton production increased 59% to 50,000 bales, most of which had been consigned and the rest of which was expected to be sold in the near future. Production of cottonseed increased from 11,000 tons to 20,000 tons in 1965, all of which was exported at prices 9% higher than in 1964.

U.S. buys more

About 2.9 million pounds of chilled beef were processed and shipped to the United States during the quarter, an increase of nearly 50% over the same period of 1964. The rise was attributed to the construction of a new slaughtering and packing plant and the renovation of several existing plants during 1964.

Industrial activity increased as several new plants opened and some existing plants, rejuvenated by new capital and equipment, expanded production. Honduras' steel rolling mill, Aceros Industriales of San Pedro Sula, began production during the quarter, starting with reinforcing bars.

Industria Lechera Delta, a producer of reconstituted milk products, expanded its Tegucigalpa operations to include pasteurizing and distributing fresh milk. This is the first privately owned plant processing fresh milk in Honduras. The plant in San Pedro Sula is owned by the Honduran Government.

Several smaller industries entered 1965 with expanded capacity and reorganized management. These included a bakery producing cookies and biscuits, an animal feed plant, and a fish packing plant. Other plants now under construction or in advanced stages of planning which will begin production in 1965, will turn out such items as textiles, corn starch, grooming and household products, aerosol containers, rubber footwear and plastic houseware.

Loans totaling $19.6 million were approved for the Northern Highway project by the three international agencies providing most of the funds: the Inter-american Development Bank, $10.1 million; the International Bank for Reconstruction and Development, $6 million, and the International Development Association, $3.5 million. The North Highway is scheduled for completion by 1970 at a total cost of nearly $25 million. The improvements are expected to cut travel time and transport cost between Tegucigalpa and San Pedro Sula nearly in half.

PANAMA CANAL'S Miraflores locks are ready for heavy shipping activity following U.S. dock strike.

Panama sails through 1st quarter; tax reform's impact not nearly as severe as businessmen feared

Strong interest shown in joining Central American Market; tourist interest revives after year of political unrest

During the first quarter of 1965, the Panamanian economy showed gains amid indications that the tax reform will not have as much impact on business activity as was first feared. Sales, tourism, and export activity were at favorable levels.

The new tax law didn't deter Colon Free Zone operations, and much of the momentum of the tax reform program was lost during the mid-February interruption caused by two resignations in the Directorate General of Revenues.

Actual retail sales appear to have held up despite claims to the contrary by local businessmen and Chamber of Commerce officials. Exports of bananas, shrimp, coffee and cattle all exceeded figures for the same period in recent years. Executives of the Colon Free Zone reported that the value of exports, including re-exports, exceeded the figures for first quarter 1964 by more than 20%.

The State Tourist Agency reported tourism well on the way to recovery, following last year's slump due to political unrest. Signs were mixed in the important construction industry.

Imports down

Foreign trade statistics were not yet available for the quarter, but trade sources indicated that the U.S. maritime strike accentuated the normal seasonal slowdown to keep import totals low. Official preliminary figures indicated 1964 imports totaled $168.1 million—an increase of about 3% over 1963, while exports were $59.1 million, up 22% over 1963.

There is notable interest in Panama's participation in the Central American Common Market (CACM). President Robles has asserted his belief that Panama had no choice but to associate itself with the CACM to obtain access to a market of 15-16 million (Panama's population is 1.3 million). He announced the creation of a Foreign Trade Advisory Department to deal principally with matters relating to the CACM.

Meanwhile, the CACM Permanent Secretariat in Guatemala announced that two studies of the role Panama should play in the CACM would be made by Panama and the CACM.

Business conditions

March and April sales were strong after the usual post-Christmas slump. Reports indicated that sales of household appliances, office equipment and dry goods were running at about the same level as in 1963 and 1964. On the other hand, industrial suppliers and dealers in heavy equipment reported little movement despite the fact that this dry-season quarter usually is one of the best for sales. Automobile purchases also lagged.

The tourist sector of the economy also experienced gains during the first quarter. Most significant gains appeared to be in the number of cruise passengers and short-stay stopover passengers who are traditionally heavy buyers of luxury goods.

Preliminary statistics for 1964, a year of political unrest, show 48,767 bona-fide tourists compared to 56,897 during 1963. Cruise passengers and short-stay stopover travelers are not included in these figures. The total number of visitors to Panama in 1964 was 107,897, plus 16,470 enroute to the Canal Zone.

One out of every six bona fide tourists visiting Panama during 1964 reportedly entered via the Pan American Highway.

Activity in the construction industry seemed comparable to previous years, judging by the $1.7 million worth of commercial building permits issued in Panama City during the first two months of 1964. Similar permits granted were $2.4 million in 1964 and $1.3 million in 1963.

However, the value of building permits in Panama City for private home construction was a low $555,000 compared to $1.1 million in 1964 and $605,000 in 1963. However, actual building activity in Panama City seemed about the same as in previous years, as contracts for low-cost Alliance for Progress home construction continued to support the sector throughout the quarter, and bids for the construction of two additional low-cost Alliance for Progress housing

projects totaling 190 units were solicited shortly after the end of the quarter.

Construction activity was reported at near record levels outside Panama City. Work progressed on the Cemento Atlantico plant in Colon and on several new buildings in the Colon Free Zone. School construction, with Alliance assistance, was at a high level.

Development limited

Expansion of existing facilities and the establishment of new ones was limited in part due to a shortage of local capital and to decisions of some prospective investors to shift location of proposed new plants from Panama to other Central American countries, to take advantage of common market possibilities.

Contracts were signed during the quarter by Textiles Nacionales, S.A., a French-Panamanian combine, with the Panamanian Government and the Board of Directors of the Colon Free Zone to install a $3.5 million textile plant in the Free Zone. The success of the venture has been guaranteed by the Free Zone in a novel new contract, under which the Zone has agreed to take over and operate the enterprise if the Panamanian partners default.

The National Economic Council announced its approval of plans submitted by 12 small companies for the construction of plants in the Republic of Panama to produce a variety of new products, including vinegar, cement posts, tiles and mosaics, men's clothing, yeast, sanitary paper products, roofing products, and aluminum utensils.

There were several developments during the quarter in the rapidly growing agricultural center of David, near the Costa Rican border. A modern French-financed $1 million slaughter-house began operation. Kraft Foods, S.A. opened a $150,000 plant to produce cheese, but a temporary shortage of bulk milk has held up the beginning of operations. Panama City's National Brewery announced plans to construct a $750,000 brewery to produce Atlas and Balboa beer and Canada Dry products under license.

The usual heavy government expenditures in the first quarter, only quarter entirely within the dry season, were approximately $22.2 million while collections were $19.2 million. There was obvious concern that scheduled expenditures this fiscal year surpass collections by a substantial amount. On the other hand, no solution has yet been found for the problem of reducing government expenditures without slowing the pace of activity.

IN ARGENTINA

Adaptability is the keystone

U.S. losing ground in the most promising import areas

By JOHN F. TROY

Commercial Attache
U.S. Embassy, Buenos Aires

Argentina should buy more than $1-billion worth of goods from abroad over the next 12 months. U.S. suppliers could get about a quarter of this business.

TROY

Over the last 5 years, the U.S. exporters sold $1.6 billion to Argentina. This represents about 26% of total Argentine imports for the period.

Political problems, inflation, balance of payments problems and extensive government economic controls affect U.S. trade with Argentina. Despite these difficulties the United States has managed to supply the largest single portion of Argentine imports. In 1964 the U.S. accounted for 24% of the market; second-place Italy accounted for 11%.

The Argentine economy regained momentum in 1964, when Gross National Product increased by 8.4% in real terms over the depressed level of 1962/1963. The GNP is expected to increase by about 7% in 1965.

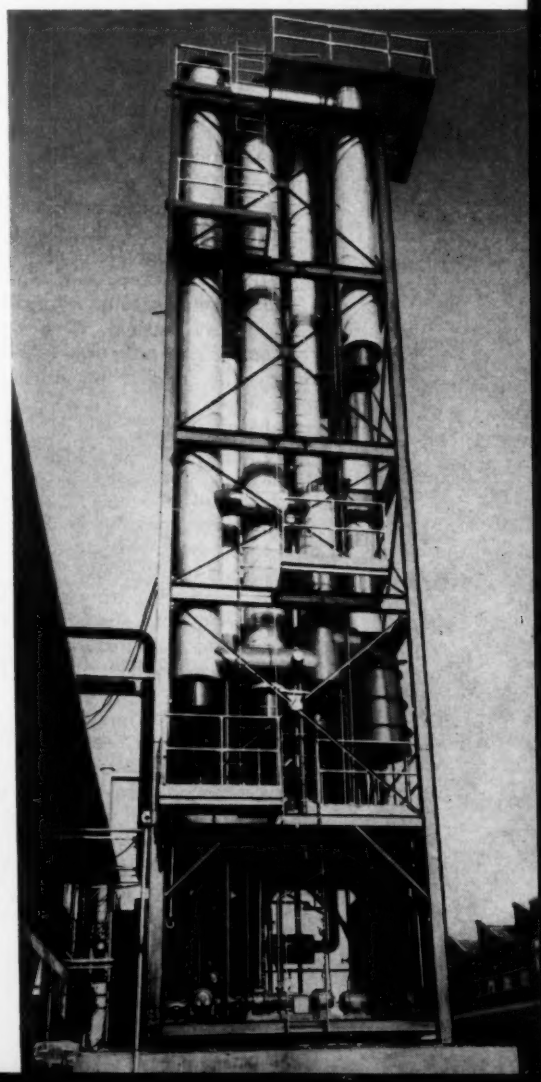
Argentina's 1965 exports are expected to be about $1.4 billion or about the same level as in 1964, while imports should reach $1.1 billion.

However, this level of imports may still be somewhat below the level needed for more rapid economic growth. Limited foreign exchange has led the government to take stringent measures to restrict imports. Coupled with a major export expansion drive, these brakes on imports generated sufficient exchange to enable Argentina to reduce its outstanding external indebtedness by about $200 million in 1964.

Even though another export surplus is expected for 1965, the government is seeking to refinance debt obligations coming due later this year and in 1966, in order to have the necessary resources to get its Five-Year Development Plan under way.

If the government mission now negotiating with creditor countries can succeed in refinancing about $300 million of obligations coming due in 1965 and $80

A FRUIT JUICE concentrator made by Gulf Machinery Co. of Clearwater, Fla. can evaporate 30,000 pounds of water an hour for the Pindapoy citrus processing plant in Concordia, Argentina.



million in 1966, and can obtain roughly $300-400 million more in development loans and suppliers' credits in 1965, some of the present restrictions on imports may be relaxed. This level of new foreign credits would be below the annual average for 1959/63.

If Argentina can attract new private capital investment and additional public funds, the present exchange control measures may also be liberalized, if not eliminated. However, pending the outcome of negotiations on debt payments, U.S. and other exporters and Argentine importers must work within the framework of the Central Bank circular governing capital goods imports.

$5,000 maximum

The regulation establishes $5,000 as the maximum transaction for which cash may be paid; sets maximum cash down payments of 10% for larger transactions; requires grace periods of from six months to two years before the first payments are made; and requires payment terms for principal and interest to extend from two to seven years of the grace period. There are indications that the Central Bank may make exceptions to this policy on a case-by-case basis. This is particularly true for imports by State agencies and State-owned enterprises, as well as for capital goods destined for high priority private projects under the Five-Year Development Plan.

Full details of the Development Plan are not yet available. Only Chapters 1 and 2 have been released. These give a historical summary of economic developments over the past 15 years, with national and international account projections for the Plan's five-year period. However, even without the details of the remaining portions, the government's intentions are quite clear.

The Plan's basic objective will be to reduce Argentina's dependence on imported raw materials and semi-processed items and the expansion of its export capability. No import licensing is foreseen, so the government will probably continue to influence the composition of imports through measures setting credit terms for capital goods imports, advance deposit requirements on raw material imports, and allocation of available foreign and domestic credits.

A recently received $15 million loan from the Inter-American Development Bank (IDB) will be used to promote the light machinery industry, local machine tool production, the paper and wood pulp industries, certain mining activities, and meatpacking. The credit will be made available to local industries through the Argentine Industrial Bank, which will match the IDB funds with $15 million of its own.

It is expected that this credit will generate an additional $20 million in-put into these sectors, through supplier credits and new money from the buyers.

Help for investors

Are you considering investment in emerging world areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202, WOrth 7-4065.

Industrial Bank officials indicate that light machinery and machine tool producers are expected to receive $17 million of this money, of which $5 million will be for imported machinery, $5 million for domestically-produced equipment, and $7 million for installations and working capital.

The cellulose and paper industry is ear-marked to receive $4 million for increasing the production of general paper (except newsprint) and for developing a production capability for certain special papers not now produced locally. A major aim will be the reduction or elimination of wood pulp imports.

Major increase

The local steel expansion program foresees a major increase in the demand for dolomite, fluorite, steel alloys, and ferromanganese. Projects designed to expand local production of these items are expected to utilize $6.5 million from the Industrial Bank-IDB loan.

In the meat packing field an expansion and modernization program will be developed requiring regional slaughter houses in the Provinces of Salta, Santa Fe, Cordoba, La Pampa, and Formosa, two in Cordoba and five in Buenos Aires. Investment in this project will total $14 million, of which $11 million will be for machinery and equipment. The plants are expected to handle 1.5 million animals annually, producing approximately 300,000 tons of clean meat.

In addition to specific sectoral allocations, the Coordinating Commission for Industrial Projects has already selected 30 projects which appear to qualify for financing under this initial loan fund. These involve citrus fruit processing for fruit juice, fruit concentrates, plus by-product utilization; food and vegetable packing; soy bean development; hydrogenation of natural oils; the production of television tubes; the production of substitute jute fibers using "caranday and Kenaf" fibre; the production of polyvinylchloride; and the extraction and processing of algae.

These projects alone will require imported equipment worth $5 million.

Good indication

This IDB-Industrial Bank program, while small compared to the annual total investment expenditures of the economy, provides some very good immediate business prospects and certainly indicates those sectors where more business will ultimately develop.

The Five-Year Plan foresees major investments in transportation and communications, housing, and energy, with 16%, 17%, and 13%, respectively, of the total fixed investment contemplated.

The fields where Argentine imports are expected to increase most are those in which U.S. suppliers have lost ground in the last year or two: railroad equipment, electric generating equipment, metalworking machinery, and compressors and compressor parts.

For example, in 1964 Argentina imported electric generating equipment valued at $28 million, of which U.S. suppliers sold only 3%. Imports of metalworking machinery (excluding machine tools) amounted to $21.4 million in 1964. Only $6.3 million, or 29%, was of U.S. origin, whereas in 1963 U.S. suppliers accounted for 49% of Argentine imports in this category.

Argentina imported $16.9 million of compressors and compressor parts in 1964. Only $800,000 was of U.S. origin. The Argentine market absorbed about $20 million worth of railroad equipment, parts and related material. Only $700,000 represented U.S. sales.

Argentina faces serious inflation and balance of payments difficulties. Government regulations are extensive and complicated, and the ground rules are constantly being changed.

But Argentina is committed to a mixed economy in which the private sector still accounts for the bulk of investments and imports. United States suppliers and investors have developed a prominent position in Argentina precisely because of their confidence in the basic strength and potential of the Argentine economy.

Visit to a small market

Somali Republic's Northern Region offers good, though limited, trade chances

By JOSEPH EBLAN
Economic Officer, U.S. Embassy, Mogadiscio

A recent visit to Hargeisa, principal city of the Somali Republic's Northern Region, furnished the chance to explore the possibility of increasing U.S. exports to the area through discussions with businessmen and observation of local marketing conditions and practices. Prospects seem good for the development of a limited amount of U.S. trade and investment.

"Northern Region" is the official term for former British Somaliland, which in 1960 was joined with former Italian Somalia, now designated as the "Southern Region," to form the Somali Republic.

The Northern Region has an estimated population of about 700,000, and an annual per capita income of less than $40. The Region's total imports are about $12.5 million a year. Direct purchases from the United States have been negligible (less than $26,000 in 1962), as imports from the United States have been limited by the small size of the market, the low purchasing power of the area, and the lack of foreign exchange.

However, the Northern Region has shown a recent ability to earn hard currency foreign exchange through a dramatic increase in livestock exports. This growth of revenue in hard currency (approximately $24 per capita in 1964) has increased the Northern Region's purchasing power considerably.

Discussions with northern businessmen indicate that they desire to use the foreign exchange to develop their region. There is acute need for water supply and control, roads, industries processing livestock by-products, and electricity.

Primary needs

Water development and the ancillary requirement for equipment in this field appear to be the primary needs. Owners of large herds of livestock have shown a definite interest in purchasing at least seven self-propelled well-drilling rigs.

All United States goods which are not strictly luxury items can find a market in the Northern Region. First of all, capital goods products such as rugged transport equipment, agricultural tractors and equipment, diesel electric generators, water pumps, well-drilling equipment, road construction materials and equipment are needed.

The recent wider use of plastic and asbestos floor tiles indicates a growing market for these products as well as for other hardware and building materials. Vinyl and other floor tiles, mainly from the UK and the United States, are being imported from Aden.

Among the specific U.S. items in which local businessmen expressed interest are rice, wheat flour, trucks over 6-ton capacity, radio receivers, tires and tubes, auto batteries, refrigerators, air conditioning equipment, canned foods, and motor parts.

Merchants in the Hargeisa-Berbera-Burao livestock marketing triangle are considering expansion of livestock transport facilities. Experience has shown that trucked animals have a better survival rate and are more valuable per head than animals trekked to Berbera, the shipping center. The importance of healthy livestock has also stimulated interest in veterinary products.

Hargeisa and Berbera merchants are also considering a cold storage plant for meat at Berbera, in conjunction with the planned rebuilding of the port and the possibility of refrigerator ships making calls.

A firm in Burao is contemplating a tannery for finished leather, from which it intends to manufacture an initial output of up to 300 pairs of shoes and sandals daily. It is interested in purchasing equipment for the venture, and would welcome joint participation by foreign investors.

Development of a much needed water supply system for Hargeisa, which now has an estimated population of over 60,000, should provide opportunities for marketing pipes, pumps, motors, and well-drilling machinery.

New interest in farming has been reflected in the recent establishment of a private farmers cooperative, and some interest has been shown in purchase of, and agency representation for, small economical tractors.

Prospective agents

Many Hargeisa merchants are interested in purchasing and obtaining agencies for most of the items mentioned previously.

U.S. firms need not fear that agency or trade representation in the Northern Region will lack country-wide coverage. The ablest and most progressive of Northern merchants are extending their operations southwards, and several of the most prominent Somali firms in the capital originated in the northern area.

Less foreign control

The Northern Region has a greater proportion of indigenous Somali import merchants, whereas in Mogadiscio over 75% of import business is still controlled by non-Somalis, many of whom prefer doing business with their areas of origin.

Another advantage for United States firms interested in Northern Region markets is that the commercial language is predominantly English.

United States firms can send trade offers in the above mentioned and other lines directly to the American Consul at Hargeisa, Mr. Gordon R. Beyer, to take advantage of the current trade interest.

SOMALI WORKMAN stands amid U.S. tractors ready to begin work on a joint Somali-AID project for soil and water conservation near Hargeisa, the Northern Region's capital. (Somali Embassy Photo)

CRANES preparing to load ships at the quay at Port Sudan, through which all of the Sudan's seaborne commerce flows. Political unrest helped cause a 1964 downturn in Sudanese foreign trade.

Sudan's economy marks time; awaits restored political stability

Most businessmen feel no improvement is likely until the fall; November Trade Mission expected to boost business with U.S.

After several years of steady expansion, the Sudanese economy is marking time.

The estimated GNP in both 1963 and 1964 is practically the same—$1.2 billion. With population continuing to increase, the per capita GNP declined.

The deterioration in the economy was most noticeable in dwindling foreign exchange and internal reserves. Although several corrective measures were tried, the Government hasn't been able to reverse the trend.

The 1964-65 budget was designed to correct the imbalance in the public sector which had been largely responsible for the growing inflationary pressures. The private sector was held in check by rigid monetary controls over credit expansion.

Most businessmen feel that the Sudanese economy will not undergo any substantial improvement until the fall of 1965. By then it is hoped that political stability will have been restored so that the economy can resume its expansion. In any event, the Ten Year Plan will probably be amended to conform with changed economic conditions.

Total 1964 imports amounted to $267.5 million (1963-$282.9 million). The decrease was caused largely by a drop in private purchases resulting from tight credit controls on imports. Major 1964 imports included non-electrical machinery ($28.4 million), vehicles and transportation equipment ($27 million), sugar, cotton piece goods, petroleum products, and iron and steel products.

The principal import sources were the United Kingdom (22.9%), West Germany (8.3%), Japan (7.1%) and the United States (6.9%).

Imports from the U.S. were worth $18.4 million in 1964, compared with $14.9 million in 1963. The largest items were wheat and wheat flour, valued at $9.2 million. Most of the wheat and wheat flour were imported under the PL-480 program. Other import purchases from the United States included machinery and transportation equipment and chemicals.

A U.S. Trade Mission is scheduled to visit Sudan and Ethiopia in November (INTERNATIONAL COMMERCE, March 22, p. 4) and is expected to help expand Sudan's trade and investment relations with the U.S.

Total Sudanese exports were $195.7 million in 1964, compared with $247 million a year earlier. The decline in cotton sales was largely responsible for the overall drop in exports. However, cotton remained the largest item and was valued at more than $88 million. Other major exports included peanuts, sesame, gum arabic, cotton seed cake and meal, and hides and skins. Major markets for Sudanese products were Italy, West Germany, the United Kingdom, India, Japan, and the Netherlands.

Exports to the U.S. were worth $6 million, consisting mostly of gum arabic and hides and skins.

Agriculture, the most important sector of the economy, suffered from a poor cotton crop, partially due to heavy infestations of plant disease and insects. Livestock and poultry, however, are estimated to have contributed nearly $135 million to the GNP in 1964. This industry has great development potential. Air shipments of beef and mutton to the promising European market have begun on a trial basis.

Development continues

Despite the less favorable economic outlook, industrial development continued, although at a slower pace. The Government, which had started many industrial enterprises under the Ten Year Plan, is not planning any new industries, but merely finishing those under construction.

A sugar factory was completed in early 1965 and turned over to the Government. The Soviet-financed canning factories at Karima and Wau and the milk powder plant at Babanusa are still under construction.

Construction has started on the 100,000 m.t. capacity cement plant at Rabak, which both the Yugoslavs and the Industrial Bank are assisting.

A petroleum refinery at Port Sudan was completed in September 1964. The refinery has a crude annual capacity of about one million tons and will be able to supply all of the Sudan's petroleum requirements except lubricants for the next few years.

Sudan's only brewery has completed

expansion of its capacity to 120,000 hectoliters, enough to meet the country's requirements for the next four to five years.

Khartoum Spinning and Weaving, the Sudan's second large textile mill (with 35,000 spindles and 698 looms) began production last July. By October the company had two shift operations, but like many industrial firms it suffered a serious setback from labor unrest and the departure of Southern laborers after the revolution. Production at the Sudan American Textile Industries is increasing steadily.

The tight credit situation has accentuated the shortage of capital while the labor unrest has discouraged investors from implementing plans. Nevertheless, the Government's attitude toward joint investment ventures with local capital has remained generally favorable.

Jordan limits control of commercial firms to Jordanian nationals

Jordan has promulgated a Commercial Agents and Intermediaries Law which restricts commercial agencies to persons of Jordanian nationality, or to corporations in which 60% of the ownership is Jordanian. Such commercial agents or intermediaries are required to register with the Ministry of National Economy, and to include full details of their agency contracts.

The law has the dual objectives of favoring the local business community and providing the Government with additional tax information.

A loan copy of the new law is available from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Food for Peace pesos will be available in Bolivia

Bolivia has agreed to buy 1.5 million bushels of wheat and 10,000 bales of cotton for the equivalent of $3.83 million in Bolivian pesos.

The commodities are being furnished through the Alliance for Progress under the U.S. Food for Peace program.

Sales will be made by private U.S. traders. Purchase authorizations will be announced when the authorizations are issued.

The agreement provides that 5% of the pesos be set aside for loans to U.S. and Bolivian private business firms. These loans will be made by the U.S. Department of State, Agency for International Development (AID), Washington, D.C. 20523.

Uruguay's economic uncertainty continues as inflation gets worse

Importers continue heavy buying; U.S. retains 15% market share; U.S. pavilion attracts over 400,000 at Atlantic Industrial Fair

Uruguay began 1965 with a continued high level of imports and a trade deficit. Retail sales held up during the first quarter, while the rate of inflation was accelerated. Serious banking difficulties struck the country after the close of the quarter.

Imports reached $50.4 million during the first quarter of 1965, compared with $66.9 million in the previous quarter and $29.5 million during first quarter 1964. The 10-week suspension of import applications during the first quarter had not yet been reflected in actual trade movement. Incomplete figures indicate that the U.S. retained its 15% share of the market.

Exports totaled $40.1 million, leaving a first-quarter trade deficit of $10.3 million. A $19.5 million surplus was registered for the corresponding 1964 quarter, when exports were $49 million. Various Government attempts to stimulate lagging wool exports, including currency devaluation, failed to move the large quantities of wool available for shipment.

Final 1964 trade statistics indicated exports of $178.9 million, rather than the previously reported preliminary figure of $172.2 million. Imports were $198.4 million.

After almost two months of rumors and uncertainty, the pegged rate for the peso was devalued from 18.2-18.7 to 23-24 to the dollar. Shortly after the first quarter ended, the free rate for the peso was quoted as low as 38 to the dollar.

A hydroelectric shortage is expected to result from lack of rainfall.

Despite the unsettled economic conditions, retail sales held up well during the quarter.

Meanwhile, the Government's cost-of-living indexes indicated a rising rate of inflation during the first quarter. Projected on an annual basis, the rate was over 50%, about half again as high as during 1964.

The Minister of Finance submitted a draft law for the promotion and protection of the Uruguayan merchant marine to the National Council of Government. Some of its provisions could be construed as discriminatory, and several nations have expressed concern.

Three Latin American Free Trade Association (LAFTA) meetings were held in Montevideo during the quarter—members of the LAFTA-countries banking community, the LAFTA Advisory Commission on Industrial Development, and the Latin American Shipowners Association (ALAMAR).

Uruguay's "First Industrial Fair of the Atlantic" was held from Feb. 12-March 7, and included exhibits from 11 foreign countries. Ambassador Walt W. Rostow officially represented the United States during "U.S. Day" at the Fair. The U.S. exhibit manager estimated that over 400,000 people visited the U.S. pavilion.

British supply oil

ANCAP, the Uruguayan oil-refining monopoly, has awarded a contract to British Petroleum for the supply of 18 million barrels of crude oil over a three-year period, with an option for a fourth year. The price for the three-year supply was reported to be about $38 million. As part of the contract, British Petroleum has agreed to lend ANCAP $5 million at 6% interest.

The Ministry of Public Works called for international bids on the final stages of reconstructing highways 5 and 26, with bids opening on June 16.

The Uruguayan Port Authority, ANP, awarded a British firm the construction of six cargo ships with a capacity of 9,650 tons each, at a cost of nearly $39 million. Spanish and Japanese bidders are appealing to have the award repealed and possibily to have a second call for bids on the ships.

During the quarter, the Inter-American Development Bank signed a loan for $3.6 million to the Uruguayan Milk Producers Cooperative, and the World Bank signed a loan of $12.7 million to help finance the agricultural development program.

Early in the second quarter, the Banco Transatlantico, Uruguay's second-largest private bank, went into receivership upon the intervention of the Bank of the Republic. Early reports indicated the Banco was seriously overextended on loans.

Exporters got $274 million boost from Eximbank during 1st quarter

Total includes $72 million in foreign loans tied to U.S. sales, $67 million in guarantees, $135 million in export insurance

The Export-Import Bank of Washington reported last week that it assisted U.S. exports with $274.2 million in loans, guarantees and insurance in the first quarter of 1965.

The Bank said the total included authorizations of $71.7 million for direct long-term capital loans, $67.6 million of guarantees to U.S. financial institutions and exporters, and $134.9 million of export insurance issued in co-operation with the Foreign Credit Insurance Association (FCIA).

The report gave this resumé of Eximbank's long-term capital loan activity in the first three months of the year:

ARGENTINA—A $10 million Alliance for Progress loan to Sociedad Mixta Siderurgia Argentina (SOMISA), the country's largest steel producer, to increase production. Some 30 U.S. firms will supply equipment. Armco International Corp. of Middletown, Ohio, will advise on technical aspects of the expansion. The loan is guaranteed by Banco Central for the Argentine Government.

An Alliance for Progress loan of $10.8 million to E. M. Santa Rosa, S.A. of Argentina, to expand production of special steel products. Probable U.S. suppliers include Birdsboro Corp., Birdsboro, Pa.; Vaughn Machinery Co., Cuyahoga Falls, Ohio; Rust Furnace Co., Pittsburgh, Pa., and Whiting Corp., Harvey, Ill. Auxiliary equipment will be supplied by other U.S. companies not yet selected. The loan is guaranteed by Banco Industrial de la Republica.

CHILE—A $3.6 million Alliance for Progress credit to Laja-Crown, S.A. Specialty Papers (Lacrosa) of Laja, to finance purchase of U.S. machinery, equipment and services for production of tabulating machine card stock and other paper grades. Compania Manufacturera de Papeles y Cartones S.A. (CMPC), Chile's largest pulp and paper mill, and Crown Zellerbach Corp. are co-owners of the company.

REPUBLIC OF CHINA—A $2.7 million loan to United Nylon Corp. to help finance U.S. dollar costs of expanding. Chemtex, Inc., of New York, consulting engineers for synthetic fiber mills, will help design and supervise, also will procure machinery and equipment from U.S. suppliers. The loan is guaranteed by the China Development Corporation.

INDIA—A $3.3 million loan to Herdillia Chemicals, Ltd., for U.S. machinery, equipment and technical services for a plant to produce phenol, acetone, diacetone alcohol, and other organic chemicals for industrial use. Plant will be located near Bombay, will cost an estimated $22.2 million. Hercules Powder Co., Wilmington, Del., is participating with British and Indian interests. Lummus Co. of New York will provide construction and technical services. The loan will be guaranteed by Indian financial institutions.

JAPAN—A $24.5 million loan to Tokyo Electric Power Co. (TEPCO) to assist in financing U.S. equipment needed for expansion of Anegasaki Power Station on Tokyo Bay. Total installed cost will be about $78.4 million, of which $32 million will be for purchases in the United States. General Electric Co., as prime supplier, will furnish equipment and services valued at about $13.6 million. Other U.S. suppliers to provide $14.4 million of equipment, include Babcock and Wilcox Co., New York City; Worthington Corp., Harrison, N.J., and Foster Wheeler Corp., Livingston, N.J. Engineering design will be by Ebasco Services, Inc., New York City, and field technical supervisory services by General Electric Technical Services Co. Loan is guaranteed by Japan Development Bank.

An $11 million loan to Toyota Motor Co. for purchase of machine tools, including lathes, grinders, broaching, chucking, and milling machines, gear shapers, forging and hot extrusion presses. Some 24 American suppliers will furnish equipment. Loan guaranteed by the Long-Term Credit Bank of Japan, the Mitsui Bank, and the Bank of Tokyo.

A $2 million loan to Ube Industries for U.S. equipment to be used in expansion of polyethylene plant at Goi on Tokyo Bay. Some 14 U.S. exporters will supply equipment. The loan is guaranteed by the Industrial Bank of Japan and the Sanwa Bank.

NIGERIA—A 3.3 million loan to Electricity Corp. of Nigeria (ECN) for purchase of two 15,000 kilowatt gas turbine generating units to be supplied by Westinghouse Electric International Co. Generators will be installed in ECN's Ijora power station.

On the subject of guarantees and insurance, Eximbank explained that medium-term export credits—from six months to five years (seven years for jet aircraft)—are assisted through guarantees to U.S. financial institutions, which extend loans without recourse on the exporter, and through FCIA export credit insurance.

During the first quarter, the report said, individual transactions ranged in size from $180 to $3.3 million.

Medium-term guarantees to banks and other financial institutions—151 medium-term comprehensive guarantees issued to 35 commercial banks and affiliated financial institutions in 13 states. They provided non-recourse financing to 105 exporters of shipments valued at $82.4 million to 40 markets abroad. The financial institutions assumed for their own account the commercial risks on the early maturities of these medium-term credits.

Guarantees to exporters—Two pre-shipment guarantees with additional coverage of $24,300 authorized directly to exporters in connection with bank guarantees.

Medium-term export credit insurance—FCIA in partnership with Eximbank issued 124 comprehensive export credit insurance policies to 78 exporters covering shipments valued at $8.6 million to buyers in 27 markets overseas, and 10 policies covering political risks only on shipments valued at $1 million to buyers in eight foreign markets.

Of the 287 medium-term transactions reported for January, February and March, 62 were advance commitments for which assistance was authorized prior to conclusion of firm orders.

Short-term export credit insurance—FCIA issued 38 new short-term comprehensive policies covering both political and commercial risks on exports on credit terms of up to 180 days with a total liability of $11 million. As of March 31, there were 1,420 policies in force aggregating $538.7 million in liability.

FCIA broadens export insurance coverage without raising rates

Portion of risk carried by exporter reduced to 10%; loss due to non-acceptance by foreign buyer is now covered

Exporters now have greater protection against risk of non-payment and greater flexibility in overseas selling on credit. The Export-Import Bank of Washington and the Foreign Credit Insurance Association (FCIA) have liberalized their guarantee and insurance programs.

Specific limits on the size of short and medium-term transactions in certain difficult markets have been eliminated in both export credit insurance and guarantees. The unprotected portion of supplier credits normally carried by exporters at their own risk has been reduced by one-third—from 15 to 10%—subject to some exceptions. For the first time, FCIA export credit insurance policies may now provide substantial insurance cover for losses due to non-acceptance of goods by overseas purchasers.

These modifications have been made at no increase in guarantee fees or insurance premium rates.

Eximbank no longer suggests limits on the size of transactions to be insured or guaranteed in specific markets. However, in a relatively limited number of difficult markets, the share of the financed portion to be retained by the exporter will range up to 30%. Moreover, when a transaction involves an unusually large amount for a given market, Eximbank reserves the right to fix special conditions, including a higher percentage of exporter participation in the risks, or to decline to back the transaction.

Exporter liability reduced

The normal share of the financed portion retained by the exporter under Eximbank's program of medium-term guarantees to commercial banks has been reduced from 15 to 10%. Non-recourse financing by commercial banks covered by Eximbank's guarantees has been increased accordingly. Such transactions include cover for preshipment, leases, engineering and other services, consignments, and other transactions not included in the insurance (FCIA) or bank guarantee programs.

For exports of agricultural commodities, sold on Eximbank-guaranteed credits or with FCIA assistance, exporter retention remains at 5% of the financed portion of the sales contract.

Political risk coverage under these policies remains at 95%. New FCIA policies covering medium-term transactions will provide for the increased coverage of 90% of the financed portion on both commercial and political risks. However, while this is the general rule, it may be necessary to reduce this coverage under either short or medium-term policies to compensate for unusually high risks in some kinds of transactions and in certain markets abroad.

Interest payment

FCIA has also augmented its guarantee of payment of interest to banks extending medium-term non-recourse financing to exporters under the "hold harmless" assignment announced March 9. Under these assignments, FCIA now pays interest at the rate of 4½% on defaulted installments from the due date up to a maximum of six months. This guarantee of interest after due date is intended to assist exporters in receiving non-recourse export financing from commercial banks which obtain "hold harmless" assignments from FCIA.

FCIA has set approved credit limits on many overseas buyers for holders of short-term comprehensive policies. Occasionally, some exporters find it necessary to exceed these limits. Eximbank is now prepared to cover political risks on such shipments in most markets.

FCIA coverage has been broadened in most cases to include most of the loss from non-acceptance of goods by foreign purchasers. For medium-term comprehensive policies, after the exporter's assumption of a first loss equivalent to 25% of the financed portion, the remainder of the loss, up to a maximum of 60% of the invoice value, will be paid by FCIA. For short-term comprehensive policies, after the exporter assumes a first loss equivalent to 40% of the invoice value, FCIA will insure the remainder of the loss, up to the maximum of its liability under the policy.

Farm products still account for most U.S. trade with Bloc

Level is well below 1964 exports, which included large grain sales

U.S. goods valued at $34.9 million were approved for export to the USSR and other Eastern European countries in the first quarter of 1965.

The principal destinations were the USSR, $21.8 million; Hungary, $4 million; Czechoslovakia, $3.9 million; and East Germany, $2.4 million.

Agricultural products accounted for $22.7 million of this volume. Soybeans, valued at $18.7 million, was the principal agricultural commodity. Of the soybeans licensed, $14.4 million was destined for the USSR. The next largest commodity category licensed was miscellaneous industrial chemicals, valued at $4.6 million, to the USSR.

License applications rejected during the first quarter 1965 amounted to $372,983. The principal items were tantalum metal; and certain electronic computer parts for exhibition at the Leipzig Fair.

U.S. exports in 1964 to Eastern European destinations reached $339.6 million, and were principally for the USSR, $144.6 million; Poland, $138 million; and East Germany, $20.2 million. Contributing significantly was the U.S. Government's 1963 decision to permit the sale of wheat and wheat flour, and other surplus agricultural commodities to the Soviet bloc. Exports of these products in 1964 amounted to approximately $259 million, of which $181 million was wheat and wheat flour. Other significant agricultural commodities included unmanufactured cotton, $25.5 million; rice, $10.4 million; and soybeans, $8.3 million.

"Export Control, Seventy-first Quarterly Report," is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Department of Commerce Field Office, at 20 cents a copy.

Several Latin nations alter their tax laws and financial systems

Several Latin American countries have experienced changes in their financial and tax structures since the February 15 issue of INTERNATIONAL COMMERCE reported on "Reforming Tax Systems" in Latin America.

Brazil—With the passage of the Bank Reform Law, effective April 1, the functions of the Superintendency of Money and Credit (SUMOC) were absorbed by the new Monetary Council and Central Bank of Brazil. SUMOC ceased to exist as a legal entity controlling certain aspects of Brazil's financial affairs.

Brazil collects three types of taxes—the normal income tax, the excess profits tax and a tax on dividends. The tax rate of 28% is applied to normal taxable income (the gross income less deductions). An additional 7% is assessed on distributed profits unless holdings of voting stock are widespread, as defined in the law. Dividends received from other Brazilian entities do not constitute gross income.

The excess profits tax is applied on a graduated scale ranging from 20% to 50%.

The dividend tax on nominative shares must be withheld by the paying corporation at the rate of 10% when paid to individuals and 15% when paid to corporations.

Brazil has a tax incentive program to encourage investments in the underdeveloped Northeast region, which is administered by the Superintendency of the Development of the Northeast (SUDENE). SUDENE may grant benefits to companies with investments in the Northeast. These companies receive partial or total federal income tax exemptions.

A decree of Dec. 31, 1964, regulating the application of the tax incentives administered by SUDENE, continues the existing legislation with certain clarifications.

Chile—An intensive tax publicity program was initiated on March 7 with the full approval of the Ministry of Finance and the Director of the Internal Revenue Service. This program was perfected before the March 31 filing deadline. Tax fraud activities and cases that were brought into the courts are being publicized under this program. Comprehensive efforts are being conducted to insure the collection of correct taxes and to punish those who wilfully evade their payment.

Colombia—President Valencia has reconvened Congress to reappraise the national tax structure. The imposition of new taxes is considered mandatory in view of the country's badly unbalanced national budget. The President will recommend that Congress pass legislation imposing new taxes in some 20 areas, including an income tax surcharge of 10%; upward revision of racing and football pool taxes; public works assessments; a luxury tax to replace the so-called sales tax, and a new tax on gasoline scheduled to become effective next January.

The country's major firms would be required to subscribe to an aggregate of 100 million pesos in development bonds for both 1965 and 1966. Tax evasion will be made a criminal offense.

Mexico—A new Mexican income law, effective Jan. 1, provides benefits for Mexican-owned companies as well as for subsidiaries of U.S. companies. However, these benefits are not nearly so significant to branches of U.S. companies.

Corporate taxes include normal income tax, capital gains tax and dividends tax. The former excess profits and distributable profits taxes have been abolished.

A number of new rules pertain to tax deductions for money put into employees' pension and profit sharing plans. In general the rules have been made stricter. Mexico's capital gains tax is imposed on a graduated scale ranging from 5% to 20% depending on the amount of gain realized and the length of time the asset has been held by the taxpayer.

Operating loss carryovers have been most difficult to apply in Mexico. Under the new law the taxpayer may carry forward for five years the losses of his company as well as losses which result from the merger of companies. Such losses may be applied as deductions on ordinary income tax.

Panama—The capital gains provision is considered the most significant change in the income tax law effective Jan. 1. Formerly, capital gains on property held for two years or more were not taxable. Such gains are taxable under the new law. The tax rates applied to taxable income have again been increased.

New tax schedule

The new rate schedule taxes incomes up to $5,000 at the rate of 5%. For greater incomes there are six graduated steps, up to the maximum rate of 45% on taxable incomes in excess of $500,000.

Dividends now carry an 8% tax which must be withheld by the corporation paying the dividend. This 8% tax is applied to a minimum of 40% of a company's net income for the period, less the income tax due. Thus, the government is assured of receiving a minimum dividend tax of 3.2% (8% of 40%) of the corporation's net income.

The new law also provides for better enforcement and tax collection techniques.

Peru—A new tax law went into effect early in January. In addition to a general increase in tax rates plus an increase of rates on mining profits from 30% to 35%, there is also a significant rise in the dividend tax rate to 25% on nominative shares held by foreign corporations and to 35% on bearer shares. There have also been numerous increases in sales taxes and excise taxes (INTERNATIONAL COMMERCE, Jan. 18, p. 68).

Moreover, the government has announced that beginning in 1966 it intends to initiate public administrative reforms in taxation and credit.

Care to comment?

The Venezuelan Commission of Industrial Standards (COVENIN) has provisionally approved new technical specifications and standards relating to electrical equipment and installations.

Anyone desiring to make suggestions or comments regarding these standards has until Aug. 30 to submit views to the Ministerio de Fomento, Secretaria de la COVENIN, Centro Simon Bolivar, Caracas, Venezuela.

The Bureau of International Commerce has only one copy of the regulations, which may be inspected in its office.

German firms offer licenses to make gas measuring, wood drying equipment

Two German firms are offering licenses for the U.S. production of their instruments for measuring flow, level, and density of gases and liquids, and a complete line of equipment for wood drying and wood and metal surface treatment and finishing.

Additional information and the names and addresses of the German manufacturers seeking U.S. licensees are available from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, by referring to the appropriate file number assigned the equipment described below:

Flow meters which measure, by direct indication or remote transmission, volume or mass flow of liquids and gases. They are suitable for water, air, corrosive gases and fluids, sludge, sand-water mixtures, oil and hydrocarbons, paste, cellulose, sugar juices, and other substances. Tank gauges for level measurement of liquids operate with glandless magnetic or inductive transmission of the measured value.

The density instruments, including radioactive measurement for contaminated and high viscosity liquids, are designed for continuous density measurement of liquids and liquified gases and are used mainly in refineries and chemical plants. **File 1324.**

Complete line

The other German manufacturer is seeking U.S. licensees to produce its complete line of equipment for washing and phosphate treatment of metals; suctioning of paint fumes; paint drying; dip-coating for metal and wood; painting, bleaching, priming and printing of wood; paint spraying and drying booths; and drying of lumber.

The firm also manufactures veneer drying equipment which is now being produced in this country.

In writing for additional information, U.S. manufacturers should state the specific type of equipment they are interested in. **File 1325.**

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

Bombay firm wants joint precision goods venture

A Bombay producer of kerosene pressure stoves, lanterns, blow lamps, spray guns, and pressure and vacuum gauges, seeks collaboration with an experienced U.S. manufacturer on a joint venture basis to produce such precision instruments as dial indicators, micrometers, vernier calipers, and height and depth gauges.

Total cost of the venture is estimated at approximately $170,000, with the U.S. participant furnishing about $100,000 for plant, machinery and test equipment.

Write: Optimohar Industries (Private) Ltd., Harichand Textile Mills Compound, Vikhroli, Bombay 79, India.★

ELECTRIC BLANKETS

A French manufacturer of electric blankets, heating resistors, wire, and plastic and rubber moldings, seeks American licensing rights on electric blankets, and other heating fabrics and equipment, flexible heating resistors, special wire, and thermo-plastic molded parts.

Write: Chromex "L'Oasis", 468 Avenue F. Genesley, Le Mans (Sarthe).

Partner wanted for $6.3 million Indian steel forging venture

An Indian entrepreneur proposes to form a new company to manufacture steel forgings in collaboration with an experienced U.S. firm on a joint venture basis.

Technical collaboration and financial assistance is asked of the U.S. partner. The total cost of the venture is estimated at approximately $6.3 million. The U.S. collaborator is requested to supply approximately $1 million for machinery and equipment.

Plans for the proposed project call for the establishment of a forging plant with a 9,000-ton a year capacity utilizing two shifts. Production of forgings from 5 to 30 kgs. by drop forging and 5 to 2,000 kgs. by free forging is planned.

An industrial license has already been issued by the Indian Government for the project and a site for the plant has been selected in the Government Industrial Estate near Madras, in Southern India. Transportation facilities, power, labor, and water supplies are readily available.

Write: L. Alagusundaram Chettiar, 20 Santhome High Rd., Madras 4, India. ★ WTD.

Pakistan industrial group looking for U.S. partners

One of Pakistan's most prominent industrial groups with interests in such diversified fields as textiles, chemicals and cement, is interested in joint ventures in the petrochemical field with U.S. firms experienced in the industry.

An associated firm of the group is constructing a plant in Karachi to produce high pressure polyethylene with a capacity of 5,000 tons per year. An extension of capacity to 15,000 tons per year is being considered, along with the establishment of a light naptha cracking plant.

Joint venture proposals are being considered for the creation of a 20,000-ton a year alloy steel plant, for which the necessary government approval has already been received.

Write: Valibhai Kamruddin (Sind) Ltd., Valika Chambers, South Napier Road, Karachi.

Pakistan firm wants U.S. help in making gas air-conditioners

A large Pakistani firm handling the importation, sale and installation of air conditioning and refrigeration equipment is interested in a joint venture with an experienced U.S. manufacturer to expand current operations and produce gas-operated air conditioning equipment.

It seeks equity capital in dollars or rupees, technical know-how and a license to use a well known U.S. trade name.

Total cost of the venture is estimated at approximately $425,000, of which the U.S. participant is asked to provide $126,000 for imported equipment and machinery and some rupee working capital. The Pakistani firm is willing to allow up to 49% participation and possibly more in the proposed projects.

The main office of the firm is in Lahore with a branch office in Karachi.

It has been allotted a five-acre plot in the Korangi Industrial Estate for its manufacturing plant. In business for over 13 years, the firm has installed air conditioning equipment for a number of major firms and several government agencies. It is reputedly efficient in its operations and management and enjoys a good reputation.

The air conditioning and refrigeration field is still in its infancy in Pakistan, and is reported to offer good development opportunities. Gas-operated equipment should have a natural advantage in the future Pakistan market because the Sui and Mari gas fields in West Pakistan are among the world's largest with estimated reserves of 15 trillion cubic feet.

Write: Esa Sobani, Freezit, 5 Ahmad Mansion, The Mall, Lahore, Pakistan. ★ WTD.

Mozambique bike firm wants U.S. tiremaking partner

Established in 1964 to manufacture bicycles under license from the French firm, Peugeot, a Mozambique firm is interested in some form of collaboration with a well known U.S. tiremaker to produce bicycle tires and tubes. The firm seeks technical assistance, along with either a nominal investment in the firm or a licensing arrangement.

The firm says its bicycle plant, engineered and equipped by Renault, is scheduled for completion in July with operations to begin in August. The firm believes 300,000 tires and tubes will be needed annually. It also asserts that any foreign collaborator in the tire plant project would be assured of 70% of the local bicycle tire market and could also manufacture such related items as handlebar grips, pedal cushions and the rubber rims placed around tail lights.

Pending the conclusion of a contract, the Laurenco Marques concern would be willing to import the potential collaborator's tires and tubes, provided that prices were competitive. The firm estimates its requirements for August-December 1965 at 14,000 tires and 20,000 tubes, of which 95% are for men's and 5% for women's bicycles. Sizes are:

Men's bicycles—tires, 700 x 35B (28 x 1½ x 1⅜); tubes, 700 x 35B; women's bicycles—tires, 650 x 35A (26 x 1⅜); tubes, 650 x 35A.

Write: Manuel Camara da Costa, Director, Fabrica de Bicicletas de Mocambique, SARL, Caixa Postal 2309, Laurenco Marques, Mozambique.

Indian firm wants U.S. partner in horizontal boring machine venture

An Indian firm currently producing non-ferrous castings and machine tool components is interested in manufacturing horizontal boring machines with a spindle diameter up to 100mm. on a joint venture basis with an experienced U.S. manufacturer.

Total cost of the venture is estimated at approximately $2.1 million. About $1 million, or 49% of the cost of the proposed project, is needed from the U.S. participant. Approximately $820,000 of the U.S. contribution can be in the form of machinery and equipment necessary for the project. The remainder will be needed in U.S. dollars.

In addition to capital, the U.S. concern would be asked to supply technical know-how and the services of its technicians to get the project started.

The firm recently concluded a collaboration agreement with a foreign firm for the production of universal drilling machines type UB2 and milling and drilling machines type HFB. Production is scheduled to begin at the end of 1965.

The firm already has an industrial license to manufacture horizontal boring machines. Plans call for the plant to be located in the HMT Industrial Estate at Bangalore, where adequate raw materials, labor, and power are available.

Write: Ravi Metalloids, Jalahalli P. O., Bangalore 13, Mysore State, India. ★ WTD.

Northeast Brazil anxious to attract foreign investors

As part of an industrial development program to attract investors to Brazil's Northeast region, the States of Ceara, Paraiba and Pernambuco offer many inducements to foreign investors.

Foremost are tax exceptions varying in amount and duration according to industry and location.

Industrial sites are available on advantageous terms.

Additional local services include personnel training and project preparations. Industrial development organizations function in each state to advise interested investors.

The Companhia do Desenvolvimento Economico do Ceará (CODEC) lists over 20 investment opportunities in the State of Ceara, ranging from plumbing fixtures to fishing. The State of Paraiba presents a number of investment opportunities in cotton textiles, cable from sisal, ceramics, and canned fruits, particularly pineapple.

The State of Pernambuco's development organization, Comissão de Desenvolvimento Economico de Pernambuco (CODEPE), identifies such investment opportunities as the manufacture of complex granulated fertilizers combining phosphates from the extensive deposits near Recife with ammonia from the Camarace plant in Bahia, scheduled to start production this year.

For further information interested U.S. firms should **write** directly to the development organizations:

CODEC, Rua Senador Pompeu 834, 4° Andar, Caixa Postal 899, Fortaleza, Ceara.

CINGRA, c/o Dr. William Arruda, Mayor, Campina Grande, Paraiba.

CODEPE, Edificio IPSEP, 6° Andar, Rue do Sol 143, Recife, Pernambuco.

ELECTRONIC APPARATUS

An American license is sought in the field of electrical and electronic apparatus and components, controlling instruments, wireless communications equipment, NF and HF components, timing devices, and timer movements, by German manufacturer of electrical products.

Write: EBEKO GmbH & Co. KG, 7601 Urloffen, Kreis Kehl/Baden, Bahnhofstrasse 8, W. Germany.

Libya to build airport terminal

The Civil Aviation Department, Ministry of Communications, Libya, invites bids to build a passenger terminal at the Idris Airport, and relevant construction and electrical works.

Deadline for this project, Tender No. 608, is 10 a.m., July 19. Submit tenders to the Secretary, General Tenders Board, Ministry of Finance, Shiara Shatt, Tripoli, in sealed envelopes bearing tender number and title (Construction of Passenger Terminal at Idris Airport).

Bidders will be required to submit a U.S. $56,000 guarantee receipt issued by Libya's Treasury, or a guaranteed check or letter of guarantee, valid for three months, issued by a Libyan bank and payable to the above named Secretary. A deposit for 10% of the tender value will be required of the successful bidder when signing the contract.

Specifications and conditions are available for approximately U.S.$280, not refundable, from the Civil Aviation Department either in Tripoli or Benghazi.

To qualify, bidders must have had at least six years practical experience in airport construction verified by documents and references, must be staffed with qualified engineers and technicians, and must supply their roster of names, their specialty and diplomas.

They also must supply lists and proof of ownership of machinery, equipment, instruments and supplies required for this project, and also proof of financial standing.

Bidders are required to list their professional licenses, place of issue, expiration date and type of work covered by license. All instruments and equipment used for this project are to be temporarily exempt from customs duties provided a complete catalogued listing and descriptive details of equipment and tools, number and quantity is submitted to the customs authorities.

The right to reject any tender is also reserved by the Secretary, Central Tenders Board.

Variety of drug products sought by firm in Iraq

The General Drugs & Chemical Imports & Distribution Co., Baghdad, requests quotations on a wide variety of drugs, pharmaceuticals and biological preparations.

Tender No. MOD/12/65 calls for bids on over 500 items, among them:

Adrenaline HCL, 10,000 units; aminophylline 10 cc I.V., 20,000 units; iron injection 2 cc I.M., 20,000 units; pethidine 100 mg., 50,000 units; vitamin B1, 100 mg., 200,000 units; Vitamin B12, 100 mg., 50,000 units; vitamin K, 10 mg. 50,000 units; chlorpromazine 50 mg., 20,000 units; vitamin B complex, 250,000 units; A.P.C. Tabs., 3,000,000 units; A.P. w/codeine, 1 million units; aminophylline tablets, 100 mg., 100,000 units; calcium tablets w/vitamin D, 100,000 units; ephedrine ½ gr. tablets, 100,000 units; enterovioform tablets, 150,000 units; ferrous sulfate tablets, 1,000,000 units; and piperazine tablets, 500 mg., 100,000 units.

Tender No. MOH/11/65 covers diphtheria and tetanus pertussis vaccine, 35,000 vials of 10 cc.

Tender No. MOH/9/65 covers poliomyelitis vaccine oral (Sabin Type) drops or suspension, 1,000,000 doses.

Tender No. MOH/10/65 covers irradiated normal human plasma dried, 5,000 sets.

All four tenders have a bid deadline of June 30. Copies of these tenders are available to firms located in the United States from the Chemicals and Allied Products Division, BDSA-6260, Department of Commerce, Washington, D.C. 20230 (telephone: 202-WO 7-3394).

Burma plans construction of generating power station

The Electricity Supply Board, Government of the Union of Burma, has issued Tender No. USA E 210/EG, with a deadline of June 30 for the services of a consulting firm to prepare the design, advise on matters relating to site, supervise the construction of a 60-mv.-a. steam generating power station and 132-kv. transmission system at Chauk or Yenangyaung.

Tender should be addressed to the Chief, Economic Division, Foreign Office, Prome Rd., Rangoon, Burma. Further inquiries, if any, may be addressed to the Chief Engineer (Electrical & Mechanical) of the Electricity Supply Board, Prome Rd., Rangoon, Burma.

Specifications are available to firms located in the U.S. from the Power & Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230 (telephone: 202-WO 7-4242).

Pharmaceutical supply requested in Ceylon

A recent tender of the Chairman, Tender Board, Director of Health Services, No. 355 Deans Rd., Colombo 10, calls for bids on the following pharmaceuticals:

Emetine hydrochloride B.P., 40 mgm x 1 cc, 360,000 ampoules in boxes of 100 amber-colored ampoules; iron dextran complex, each cc containing the equivalent of 50 mgm of iron as ferric hydroxide in complex with a low molecular-weight dextran fraction suitable for deep intramuscular injection, x 2cc, 1,000,000 ampoules in boxes of 100 ampoules; and hydrochlorothiazide B.P., 50 mgm or hydroflumethazide B.P., 50 mgm, 2,000,000 tablets in well-closed bottles of 1,000 tablets.

Also, phenylbutazone B.P., 100 mgm, 1,500,000 sugar coated tablets in bottles of 1,000 tabs.; neomycin sulfate, 0.5 gm, 150,000 tablets in bottles of 500 tabs.; aminophylline B.P. (thiophylline with ethylene diamine B.P.), 0.1 gm, 7,000,000 tablets in air-tight screw-capped bottles of 1,000 tabs.; chloramphenicol B.P. each capsule containing 250 mgm, 3,600,000 capsules in corked-sealed screw-capped bottles or in sealed tins of 1,000 capsules inserted in polyethylene bags.

Bid deadline on this tender is July 20. Copies of this tender are available from the Chemicals and Allied Products Division, BDSA-6260, Washington, D.C. 20230 (telephone: 202-WO 7-3394).

Berlin airport plans new service buildings

A design contest for expansion of the Tegel Airport will include an air-passenger terminal, airport administration building, air safety and meteorological service buildings with control tower, hangers and other technical installations.

Design specifications require special consideration to be given not only to the technical and functional aspects of the buildings but also to the esthetic effects, city planning, and costs.

American architects and construction engineers resident in or maintaining offices in the European Free Trade Area and the European Economic Community countries are eligible to enter the competition.

Architects must submit their designs by Sept. 15 to the Berliner Flughafen-Gesellschaft mbH., 1 Berlin 42, Tempelhofer Damm 1/7, Applications. Contest material may be obtained by writing to that office. An entrance fee of DM 250 ($62.97) is required.

A jury of architects and air traffic experts will meet in late October to judge the designs. The following prizes will be awarded: First prize, DM 35,000 ($8,816); second prize, DM 25,000 ($6,297); third prize, DM 20,000 ($5,038); fourth prize, DM 15,000 ($3,778); fifth prize, DM 10,000 ($2,519); sixth prize, DM 7,500 ($1,889); and three additional "purchase" awards of DM 5,000 ($1,259) each.

Road work worth $5 million to be undertaken in Spain

The Spanish Government has allotted approximately $5 million from a World Bank Loan to improve and do repair work on approximately 3.5 miles of Spain's new Barcelona-Mataro highway, and is inviting bids on this project.

Correspondence in Spanish is preferred on Tender No. 7-B-286, with a June 15 deadline for interested bidders to submit documentations; however, bids will be accepted until Aug. 17 by the Division de Construcción, Dirección General de Carreteras y Caminos Vecinales, Ministerio de Obras Públicas, Madrid.

The general description of this work, terms and conditions are available for review only, not for loan, to firms located in the United States in the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230 (telephone: 202-967-3601).

Iraq extends deadline

Iraq's Directorate General of Irrigation has issued a deadline extension on Ishaki Main Canal Excavation bids from May 26 to June 26.

Addendum No. 3 to the referenced three volumes of documents can be reviewed in the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, U.S. Department of Commerce, Washington, D.C. (INTERNATIONAL COMMERCE, May 17, p. 34.)

Iraqi groups inviting bids on variety of items

Iraq's Defense Ministry and the General Drugs & Chemicals Imports & Distribution Co. of Baghdad have invited bids from suppliers of numerous items.

June 29 and July 3 bid deadlines have been set by the ministry, while the private firm's deadline is June 30.

Parts for electron test set

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has issued tender no. SIG/4/65 calling for various quantities of spare parts for electron tube test set TV-7/u. Among the items wanted are several types of capacitors, resistors, connectors, switches and sockets.

The bid deadline is June 29. Copies of the terms and specifications may be obtained from the Office of the Military Attaché, Embassy of the Republic of Iraq, 1801 P St., NW., Washington, D.C., telephone 202 483-7500. It is required that a copy of the general conditions and a report of the tenderer's financial condition, attested to by the Military Attaché, be attached to any bid submitted.

Loan copies of the specifications are available to firms located in the United States from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230, telephone 202 967-4036.

Veterinary drug supply

The General Drugs & Chemicals Imports & Distribution Co., Baghdad, invites quotations on Tender No. MOD/13/65 which covers over 50 items, including:

Acriflavin powder, 10 kgs.; camphor liniment, 50 kgs.; procaine penicillin, 3 million units, 10,000 vials; streptomycin 1 gm., 10,000 vials; sulfaguanidine powder, 100 kgs.; sulfanilamide powder, 100 kgs.; combiotic (pfizer) x ½ gm. (or similar), 10,000 vials; sulfonamide ointment, 300 lbs.; potassium nitrate, 100 kgs.; nicotinamide injection 2 cc, 3,000 ampoules; oil of Eucalyptus, 150 kgs.; cod liver oil, 80 gallons; ephedrine HCL powder, 10 kgs.; and potassium permanganate, 100 kgs.

Bid deadline on Tender MOD/13/65 is June 30. A copy of this tender is available to firms located in the United States from the Chemicals and Allied Products Division, BDSA-6260, Department of Commerce, Washington, D.C. 20230 (telephone: 202-WO 7-3394.)

Shoe polish, metal cleaner

The Government of Iraq, through its Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, has issued Tender No. ORD/47/65 with a bid deadline of July 3, for shoe polish, black, 300,000 bottles and 300,000 tins; tan, 10,000 bottles and 10,000 tins; khaki, 50,000 blocks; metal cleaner (like Brasso) 100,000 units.

Copy of "General Conditions" of Tender must be attached to bid, with a report of tenderer's financial condition, approved by the Iraqi Military Attaché, Washington, D.C.

Copies of the tender and terms are available on loan to firms located in the United States from RLAPD, BDSA-6290, Department of Commerce, Washington, D.C. 20230 (telephone: 202-WO 7-5103).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crops

BELGIUM—Field and vegetable seeds; sowing seeds. Broucke & Zoon N.V. (importer, exporter, wholesaler, sales agent), 43 Rogierlaan, Oostende. WTD 5/17/65.

VIET-NAM—Firm is interested in the following qualities of raw cotton in terms of USDA Form A Certificate. Strict low middling 1" and 1⅛"; middling 1 1/16", 1 1/32" and 1 5/32"; strict middling 1 5/32", 1¼", 1 3/16", 1⅛" and 1 1/16"; good middling 1¼"; Egyptian type 1⅜" to 1⅝". Commercial Representative Agency (COREAG), 93 dai lo Ham Nghi, Saigon. WTD 5/12/65.

145 Clay, ceramic, refractory minerals

GERMANY—Calcined fullers earth as absorbent for oils and other liquids, unpacked or packed in paper bags. Chemische Fabrik Albert Naegele (manufacturer, importer, wholesaler), 7 Stuttgart-S, Boeblinger Strasse 92. WTD 5/12/65.

195 Small arms

FRANCE—Sporting guns for hunting; direct purchase and agency. Robert Dalex (retailer), 55, rue de Chateaudun, Paris, 9e. WTD 3/2/65.

Sporting guns for hunting. A.S.P.A.—Association des Specialites du Plein-Air (commission merchants), 37 Quai de la Seine, Paris 19e. WTD 3/4/65.

ZAMBIA—Arms and ammunition. Standay Arms Co., Ltd. (importer), P.O. Box 1840, Lusaka. WTD 4/22/65.

196 Small arms ammunition

FRANCE—Sporting cartridges and cartridge cases for hunting. A.S.P.A.—Association des Specialites du Plein-Air (commission merchant), 37 Quai de la Seine, Paris 19e. WTD 3/4/65.

Sporting cartridges and cartridge cases for hunting; direct purchase and agency. Robert

Dalex (retailer), 55 rue de Chateaudun, Paris, 9e. WTD 3/2/65.

200 Food

MALTA—Foodstuffs, including fresh butter, margarine, lard, tea, canned meats and fish, frozen turkeys. Direct purchase, exclusive distributorship. Law Quintano & Co. (importer, exporter, wholesaler), 41/2 Merchants St., Valletta. WTD 5/17/65.

202 Dairy products

GREECE—Fresh butter and dry milk (spray process). Requests replies with cif Piraeus price quotations. Exclusive distributorship and/or agency. Genka Ltd. (importer, wholesaler, sales agent), 9 Klisthenous St., Athens 112. WTD 4/22/65.

SAUDI ARABIA—Powder, condensed and evaporated milk; processed Kraft cheese, canned fluid milk and cream; direct purchase and agency. Zamzam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent), P.O. Box 250, Alkhobar. WTD 5/10/65.

203 Canning, preserving sea foods

AUSTRALIA—Squid for use both as fish bait and food. A. Castagnola & Co. (marine processor), 32 Ross St., Newstead, Brisbane, Queensland. WTD in preparation.

BELGIUM—Canned foods, all kinds. Tocofru S.A. (importer, wholesaler, sales agent), 8-9 Sint Laureiskaai, Antwerp. WTD 5/12/65.

FRANCE—Pulse, all kind; requests replies in French. L. Cahen (dealer), 151 Ave du President Wilson, Saint-Denis (Seine). WTD 1/10/64.

KUWAIT—Chick-peas, kidney beans. Americana (food processing, distribution), P.O. Box 5087, Kuwait. WTD 5/11/65.

NETHERLANDS—Chocolate, biscuits, canned fruit and other food preserves salable through retailers, department stores, supermarkets. Direct purchase and/or agency. Handelsonderneming Scope (importer, sales agent), 15 Nicolaas Witsenstraat, Amsterdam. WTD 4/26/65.

SAUDI ARABIA—Canned or packaged baby foods; direct purchase and agency. ZamZam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent), P.O. Box 250, Alkhobar. WTD 5/10/65.

Jams and jellies; including juices, tomato sauce, soups, dried and dehydrated fruits and vegetables, pickled fruits and vegetables, vegetable sauces and seasonings; direct purchase and agency. ZamZam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent), P.O. Box 250, Alkhobar. WTD 5/10/65.

204 Grain mill products

SAUDI ARABIA—Cereal and related preparations; direct purchase and agency. ZamZam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent), P.O. Box 250, Alkhobar. WTD 5/10/65.

205 Bakery products

SAUDI ARABIA—Biscuits, crackers and pretzels; direct purchase and agency. ZamZam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent), P.O. Box 250, Alkhobar. WTD 5/10/65.

207 Confectionery

FRANCE—Almonds, preserved, in tins. La Berrichonne (importer, wholesaler), 75, rue Paul Vaillant-Couturier, Alfortville, Seine. WTD 3/23/65.

NETHERLANDS—Confectionery for sale to retailers, department stores, supermarkets. Direct purchase and/or agency. Handelsonderneming Scope (importer, sales agent), 15 Nicolaas Witsenstraat, Amsterdam. WTD 4/26/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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209 Food preparation

FINLAND—Roasted, pre-packed coffee, medium priced (no interest in instant coffee); requests full details, prices, terms, samples; direct purchase or agency. Tam Trading Oy (importer, commission agent), Vuorikatu 20 A, Helsinki. WTD 10/29/64.

FRANCE—Honey. La Berrichonne (importer, wholesaler), 75, rue Paul Vaillant-Couturier, Alfortville, Seine. WTD 3/23/65.

GREECE—Soybean meal; requests replies with cif Piraeus price quotations. Direct purchase and/or agency. Neophytos & Co., Ltd. (importer, wholesaler, sales agent), 9 Kolokotroni St., Athens. WTD 5/13/65.

SAUDI ARABIA—Canned and bottled shortening, table oils, margarine and similar edible oils and fats; direct purchase and agency. ZamZam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent), P.O. Box 250, Alkhobar. WTD 5/10/65.

Macaroni, spaghetti, vermicelli and noodles; direct purchase and agency. ZamZam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent), P.O. Box 250, Alkhobar. WTD 5/10/65.

212 Cigars

SOUTH AFRICA—Cigars, good quality. Direct purchase and agency. C. F. Glew & Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 1289, Durban, Natal. WTD 5/18/65.

220 Textile mill products

FINLAND—Textile fabric for use in manufacturing dresses, shirts, two-piece suits; requests full details, prices, samples. Tahtimuoti Oy (manufacturer, importer), Itamerenkatu 52 A, Helsinki. WTD 5/18/65.

JAMAICA—Fabrics for use in manufacturing women's lingerie, ready-to-wear garments. Olga Fashions (manufacturer), 102 King St., Kingston. WTD 5/7/65.

SWEDEN—Textile piece goods such as corduroy, cotton, blended synthetic/cotton, synthetic/wool, for men's suitings; other new items in fashion. Direct purchase and agency. Ogab AB (importer, sales agent), Stora Nygatan 45, Stockholm. WTD 5/12/65.

Nylon chiffon, plain and printed; quilted nylon; printed nylon for bathing shorts; printed cotton and mixtures for blouses, dresses, shirts; rayon, printed plain; direct purchase and agency. AB Hakan Lamm (agent), Linnegatan 72-74, Goteborg S.V. WTD 5/11/65.

221 Broad woven fabric

SOMALI REPUBLIC—Fabrics, including bleached cotton, cotton and rayon prints. Direct purchase and agency. Somali National Commercial Society (merchant-stock company), Via Roma, P.O. Box 922, Mogadiscio. WTD 1/13/65.

THAILAND—Arnel triacetate jersey, width 56-58 inches, length 60-80 yards per piece. Minimum order 40,000 yards per month. Y. J. Tong Trading, Ltd. Partnership (importer, commission agent), 1671/38 New Rd., Bangkok. WTD 5/3/65.

225 Knitting mill products

FRANCE—Knitted outerwear: slip-on, cardigan, jacket-sweater; stockings; knitted underwear, nightwear. Societe Soret—Societe des Representations Textiles (importer, wholesaler), 20 rue des Francs-Bourgeois, Paris 3e. WTD 3/4/65.

Women's and misses' sports skirts and blouses, made in knitting mills. Direct purchase and agency. Tricots Lyonnais (manufacturer, importer, dealer), 80 rue d'Aboukir, Paris 2e. WTD 3/3/64.

227 Floor covering

GERMANY—Carpeting, wall-to-wall, including tufted carpets. Direct purchase and/or exclusive agency. Georg Michael (importer, wholesaler), 24-28 Rudolf-Diesel-Strasse (P.O. Box 763), 29 Oldenburg. WTD 5/17/65.

SOUTH AFRICA—Fiber carpets, wool carpets; all types, qualities, sizes. Victory Electric Co. (importing distributor), 94 Adderley St., Cape Town. WTD 5/19/65.

228 Yarn, thread

SAUDI ARABIA—Sewing threads, wholly or mainly of cotton, for use in newly developing local garment-making industry. Dammam Industries Corp. (importer, manufacturer), P.O. Box 79. Dammam. WTD 2/24/65.

229 Textile goods

ITALY—Cotton bags for flour. Fratelli Variola S.p.A. (grain mill), Punto Franco Duca d'Aosta, P.O. Box 11/7010, Trieste. WTD 9/28/64.

230 Apparel

ITALY—Men's and women's sports clothing; outerwear of all types. Direct purchase and agency. Valle Sport (importer, wholesaler, retailer), Via T. Grossi 9, Padova. WTD 5/20/65.

SWITZERLAND—Men's sports shirts. Pierre Ausoni (importer, retailer), rue du Marché 2, 1200 Geneva. WTD 4/28/65.

232 Men's, youths', boys' furnishings

FRANCE—Men's, youths' and boys' underwear; shirts, including polo and sports styles; nightwear, made from purchased woven or knit fabric. Societe Soret—Societe des Representations Textiles (importer, wholesaler), 20 rue des Francs-Bourgeois, Paris 3e. WTD 3/4/65.

233 Women's, misses', juniors' outerwear

FRANCE—Women's and misses' sports clothing: skirts, blouses, jackets, pants—American new-look styles and fancy sports articles. Direct purchase and agency. Tricots, Lyonnais (manufacturer, importer, dealer), 80 rue d'Aboukir, Paris 2e. WTD 3/3/64.

234 Women's, misses', children's, infants' undergarments

FRANCE—Women's misses', children's and infants' underwear and nightwear, made from purchased woven or knit fabric. Societe Soret—Societe des Representations Textiles (importer, wholesaler), 20 rue des Francs-Bourgeois, Paris 3e. WTD 3/4/65.

SWITZERLAND—Lingerie for women, e.g. corsets, girdles, brassieres and related items; direct purchase and agency. H. Beck (manufacturers' representative), Bergacker 52, 8046 Zurich. WTD 1/30/64.

241 Logs

BELGIUM—Pitch pines, California redwoods and Douglas fir in all sizes and specifications. Requires inspection certificate at mills. Shipping by conference lines. Georges Coates & Co. N.V. (importer, exporter, wholesaler), 27 Van Maerlantstraat, Antwerp. WTD 5/17/65.

242 Sawmill, planning mill products

BELGIUM—Wishes direct offers for furniture woods, especially oaks. N.V. Meubelimport (Edm. De Decker) (importer, wholesaler), 231 Italielei, Antwerp. WTD 5/12/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

GERMANY—Prefabricated interior construction components, including wall and ceiling panels, doors, door components, etc. Direct purchase and/or exclusive agency. Georg Michael (importer, wholesaler), 24-28 Rudolf-Disel-Strasse (P.O. Box 763), 29 Oldenburg. WTD 5/17/65.

251 Household furniture

SOUTH AFRICA—Household furniture, good quality, brand names; direct purchase and exclusive franchise. Lipshatz Furnishers (importing distributor), 82 Long St., Cape Town. WTD 10/12/64.

252 Office furniture

NIGERIA—Tables, office machine, with retractable casters, metal or wood construction, suitable for supporting Friden calculators. Quotations desired on inexpensive models, either with or without drop leaves. Singer Sewing Machine Co. (retailer, importer manufacturer), Office Equipment Department, 24 Jebba St., West, Ebute-Metta, P.O. Box 3000, Lagos.

254 Lockers, office, store fixtures

NETHERLANDS—Steel wardrobe equipment, wardrobes, coat hangers for use in offices and factories. Direct purchase; exclusive representation desired. Descriptive literature and price lists requested. Loggere Metaalwerken (manufacturer, importer, distributor), 286 Singel, Amsterdam. WTD 4/23/65.

264 Converted paper, paperboard products

BELGIUM—Writing paper; fancy wrapping paper; envelopes; request quotations cif Antwerp. S.A. Papeteries Scaldia (importer, exporter, wholesaler, manufacturer), 14-36 Ledeganckstraat, Borgerhout/Antwerp. WTD 3/16/65.

MALAYSIA—Brown wrapping paper, 3' x 4' sheets, each ream of 500 sheets to weigh 142 lb.; approx. 50 tons. Direct purchase or agency. Requests quotations cif Singapore; prices must be competitive. A sample to indicate quality is available from the Trade Opportunities Staff, BDSA 6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Ban Huat Hin (Singapore), Ltd. (importer, wholesaler, exporter), Attention NG Swee Boon Managing Director, 41 Church St., Singapore 1. WTD 5/12/65.

273 Books

BELGIUM—Scientific publications. Firma L. Wouters (importer, retailer), Naamsestraat 20, Leuven. WTD 5/20/65.

281 Industrial chemicals

BELGIUM—Chemicals for use in textile, paper, and tanning industries. Ets. Remi De Poorter P.V.B.A. (importer, exporter, merchant), 16 Graaf van Vlaanderenstraat, Ghent. WTD 5/14/65.

Chemicals for use in rubber, plastic, paper, paint and varnish industries. N.V. Compagnie Commerciale De Materieres Premieres (importer, wholesaler, agent), 22 Arenbergstraat, Antwerp 1. WTD 5/14/65.

● **IRAQ**—Granular aluminum sulfate, 300 m. tons. Tender No. 19, bid deadline June 28. Directorate General of Municipal Affairs, Ministry of Municipal and Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-2008).

PAKISTAN—Chemicals, all kind for use in textile industry. Ansa Corp. (importer, manufacturers' agent), 26 North Napier Rd., Karachi-2. WTD 1/10/62.

Chemical, reagent organic; requests quotations c&f Karachi; direct purchase and agency. Ansa Corp. (importer, manufacturers' agent), 26 North Napier Rd., Karachi-2. WTD 1/10/62.

SWEDEN—Pigments, organic and inorganic. Chemicals for plastic, rubber, paint industries. Direct purchase and agency. Swedish Esanco AB (importer, wholesaler, sales agent), Artillerigatan 16, Stockholm. WTD 12/16/64.

SWITZERLAND—Chemicals for use in paint, lacquer, paper, adhesive-aromatic, pharmaceutical, soap industry. Prochem AG. (importer, manufacturers' representative) Lagerstrasse 33, 8004 Zurich. WTD 9/10/64.

282 Synthetic material

AUSTRALIA—Phenolic-based laminated plastics of the following types: synthetic resin bonded paper, sheet, B.S. (British Standard) 1137:1941, Type 3; synthetic resin bonded paper, tube (round), B.S. 1314:1946; synthetic resin bonded paper, tube (square), B.S. 1885:1952; cotton and linen phenolic laminates B.S. 2966:1958; densified wood, asbestos, mica and fiberglass bases B.S. 2572:1955; note: The greatest interest is in the densified wood type. Leayton Products & Agencies Pty., Ltd. (importer, manufacturer), P.O. Box 209, Dee Why, N.S.W. WTD 5/18/65. Attn: Mr. John G. Wollaston.

★★ **TAIWAN—Trade Mission**

Reagent chemicals. Young Tai Hsing Trading Co., Ltd. (importer, exporter), 10-1 Lane 65, Wenda Rd. (South), Sanchung City, Taipei. WTD 7/21/64. TM 78-B.

283 Drugs

PAKISTAN—Biological products, reagents, blood derivative for human use, bacteriological chemicals. Park Chemical Supplies, Ltd. (importing distributor), P.O. Box 460, Bank Square, The Mall, Lahore. WTD 5/10/65.

SAUDI ARABIA—Pharmaceutical preparations; direct purchase and agency. Zam Zam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent) P.O. Box 250, Alkhobar. WTD 5/10/65.

SOMALI REPUBLIC—Pharmaceutical medicines: proprietary medicines, antibiotics, ethical drugs. Direct purchase and agency. Somali National Commercial Society (merchant-stock company), Via Roma, P.O. Box 922, Mogadiscio. WTD 1/13/65.

VENEZUELA—Pharmaceutical and veterinary preparations; requests replies in Spanish. Medinter Farmaceutici, C.A. (importer, manufacturer), Apartado 5669, Caracas. WTD 5/5/65.

284 Soap, detergent, cleaning preparation, perfume, cosmetic

BELGIUM—Toiletries and cosmetics, all kind. Ets. A. Vandevyvere & Co. p.v.b.a. (importer, wholesaler, sales agent), 8/9 Stationsstraat, Mechelen. WTD 5/14/65.

FINLAND—Make-up creams, related cosmetic products; request descriptive literature, price lists, terms; direct purchase or agency. Tam-Trading Oy (wholesale distributors) Vuorikatu 20 A, Helsinki. WTD 10/29/64.

FRANCE—Floor polishes; wax removers; sealers. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6) Rhone. WTD 5/19/65.

GERMANY—Chemical compounds, agents and detergents for large kitchens, schools, and similar institutions. Remsgold-Chemie, Karl-Heinz Haeberle (manufacturer, wholesaler), 7065 Winterbach/Wuertt., Bahnhofstrasse 20-22. WTD 5/13/65.

Artificial nails; nail lacquers; eye make up; direct purchase and/or agency; requests price quotations cif European ports, replies in German. Jofrika J. Karbe KG. (importer, wholesaler, sales agent), Urbacher Weg, 505 Porz-Ensen. WTD 5/6/65.

SAUDI ARABIA—Soaps, detergents and cleaning preparations, perfumes, cosmetics and similar toilet preparations; direct purchase and agency. Zam Zam General Trading, Development and Industrial Co. (importer, retailer, wholesaler, agent), P.O. Box 250, Alkhobar. WTD 5/10/65.

VENEZUELA—Cosmetic products in general, toilet preparation; requests replies in Spanish. Medinter Farmaceutici, C.A. (importer, manufacturer), Apartado 5669, Caracas. WTD 5/5/65.

285 Paints, varnishes, lacquers, enamels

FRANCE—Household paints and varnishes. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6), Rhone. WTD 5/19/65.

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● **IRAQ**—Blue signal paint, 1000 kgs; paints of various colors, 12,200 gals.; varnish 400 gals.; spirit 1,000 liters; and turpentine 700 gals. Tender No. ORD/48/65, bid deadline July 6. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone 202-WO 7-3512).

287 Agricultural chemicals

ITALY—Organic nitrogen and potassium fertilizers, mixed fertilizers, herbicides. Perazzo geom. Vittore (importer, wholesaler), 17 Via Dionisotti, Vercelli. WTD 5/11/65.

VIET-NAM—Wide range of fertilizers including tricalcium phopshate, ammonium sulphate, potassium chloride, potassium sulphate, urea, bicalcium phosphate. Commercial Representative Agency (COREAG) (manufacturers' Rep.) 93 dai lo Ham Nghi, Saigon. WTD 5/12/65.

289 Chemical products

FINLAND—Chemicals for the precious metal plating "through the holes" process; request full details, descriptive literature if available, prices. Painokytkenta Oy (importers, manufacturers) Vattuniemenkatu 9, Helsinki. WTD 4/20/65.

FRANCE—Household glues. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6), Rhone. WTD 5/19/65.

★★ **THAILAND—Trade Mission**

Adhesives. The S. Lerson Co., Ltd. (importer), 2058/3 Soi Phayakaphorn Trok Chan Sapan 4, Bangkok. WTD 9/23/64. TM57B.

291 Petroleum refining

★★ **THAILAND—Trade Mission**

Lubricating oil. The S. Lerson Co., Ltd. (importer), 2058/3 Soi Phayakaphorn Trok Chan Sapan 4, Bangkok. WTD 9/23/64. TM57A.

295 Paving, roofing materials

GERMANY—All types of roofing materials and globular skylights. Direct purchase and/or exclusive agency. Georg Michael (importer, wholesaler), 24-28 Rudolf-Diesel-Strasse (P.O. Box 763), 29 Oldenburg. WTD 5/17/65.

301 Tires, inner tubes

VIET-NAM—Tires and tubes for passenger cars and trucks. Commercial Representative Agency (COREAG), (manufacturers' rep.) 93 dai lo Ham Nghi, Saigon. WTD 5/12/65.

307 Plastic products

FINLAND—Packaging materials, supplies, e.g. plastic sheets, related items; request descriptive literature, prices, terms; direct purchase or agency. Oy Trade Ab (importers, wholesalers, agents), Karakallio, Kilo. WTD 5/4/65.

FRANCE—Cellulose sponge mops. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6), Rhone. WTD 5/19/65.

GERMANY—Floorcovering materials made of plastic, such as polyvinyl chloride (PVC). Direct purchase and/or exclusive agency. Georg Michael (importer, wholesaler), 24-28 Rudolf-Diesel-Strasse (P.O. Box 763), 29 Oldenburg. WTD 5/17/65.

GREECE—Plastic flower-pot covers; requests price quotations. Direct export and/or agency. Athanase Politis (sales agent), Ermou & Fokionos 8 Streets, Athens 126. WTD 5/10/65.

JAPAN—Plastic pre-fabricated houses. Shima Trading Co., Ltd. (importer, exporter and wholesaler), 10 Koraibashi 4-chome, Higashi Ku, Osaka. WTD 9/28/64.

SOUTH AFRICA—Plastic plates, dishes, dinner services—decorated, high quality; other plastic products in fancy goods range. Direct purchase and agency. C. F. Glew & Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 1289, Durban, Natal. WTD 5/18/65.

311 Leather tanning, finishing

FRANCE—Upper leather for boots and shoes; cloth-backed patent leather; insoles; and related leather and imitation leather articles and supplies for boot and shoe manufacturers. Also plastic articles. Agency for France or section of, and direct purchase. Descriptive documentation and price lists requested. American Supply Corp. (sales, manufacturers' agent, importer), 10 boulevard Antoine-Gautier, Bordeaux, Gironde. WTD 9/10/65.

GERMANY—Suede and napa leather—sheep and goat skin—for garments. Direct purchase or agency. Leder-Laag (importer, exporter, wholesaler, manufacturer), 27 Altenwall (P.O. Box 791), 28 Bremen. WTD 5/17/65.

HONG KONG—Cowhide damp split shoulder or neck, finished cowhide chrome split leather, full chrome cowhide grain leather, and bellies or sides, for the manufacture of work gloves. Hong Kong Glove Manufacturing Co., Ltd., 701-702 Regent House, Queen's Road Central (General Post Office Box 15026), Hong Kong. WTD 4/8/65.

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312 Industrial leather belting, packing

INDIA—One hundred tons of chrome splits for the manufacture of chrome composite ginning washers. Madras Leather Factory (manufacturer), 34 Madhavaram High Rd., Perambur, Madras 11. WTD 5/14/65.

313 Boot, shoe cut-stock, findings

FRANCE—Boot and shoe cut-stock findings, leather grindery, raw material, basic supplies and articles of all categories for the shoe industry, such as: yarns; eyelets; trimmings; adhesive tape; ornaments; pre-fabricated heels and soles; plastic items; leather and imitation leather; novelties. Agency for France or section of and direct purchase. Descriptive leaflets and price lists desired. American Supply Corp. (importer, sales and manufacturer's agent), 10 boulevard Antoine-Gautier, Bordeaux, Gironde. WTD 9/10/64.

321 Flat glass

ITALY—Flat building glass and other special glass for the building industry. Direct purchase and agency. Meynero Ugo (importer, wholesaler), 16 Spalto Borgoglio, Alessandria. WTD 5/11/65.

322 Glass, glassware

FRANCE—Coffee makers, non-electric, with thermo pot and cellulose filter. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6), Rhone. WTD 5/19/65.

SOUTH AFRICA—Crystal and glass tableware and drinking ware; heat-proof ovenware; glass products in fancy goods range. Direct purchase and agency. C. F. Glew & Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 1289, Durban, Natal. WTD 5/18/65.

326 Pottery, related products

SOUTH AFRICA—Household tableware, dinner services, vases, fancy items. Direct purchase and agency. C. F. Glew & Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 1289, Durban, Natal. WTD 5/18/65.

327 Building materials

GERMANY—Façade construction components made of aluminum, wood, plastics, or combinations thereof. Direct purchase and/or exclusive agency. Georg Michael (importer, wholesaler), 24-28 Rudolf-Diesel-Strasse (P.O. Box 763), 29 Oldenburg. WTD 5/17/65.

KOREA—Firm is looking for an American supplier preferably on West Coast—specializing in consolidating orders for all types of building materials, prefabricated buildings, electrical and steel building supplies, plumbing fixtures and fittings, heating and cooling equipment, paints, and other building supplies; prefers supplier affiliated with engineering consultants. Dai Han Electric Development Co., Ltd. (importer, construction engineer), Room 553-7, Grand Building, 17-12, 4-ka, Namdaemun-ro, Choong-ku, Seoul.

329 Abrasive, asbestos, nonmetallic mineral products

HONG KONG—Grinding wheels. Kai Fook Co. (importer, exporter), P.O. Box 2395, Hong Kong. Cable address: GOODFOLKS Hong Kong. WTD 4/7/65.

Compress wheels for buffing and polishing formed ladies' watch bezels and backs accurately, both flat and contoured surfaces; special composition rubber or rubber-like wheels and strips for polishing and lapping the same. Herald International, Ltd. (importer, exporter), 800-807 Wing On Life Building, 22 Des Voeux Road Central, Hong Kong. WTD 5/4/64.

331 Steel mill products

AUSTRALIA—Cold reduced stainless steel sheets and coils in excess of 48 inches in width; direct purchase and agency. Meth & Co. (Australia) Pty., Ltd. (importer, exporter), Box 4094, G.P.O., Sydney, N.S.W. WTD 5/13/65.

FRANCE—Steel products for shipbuilding purposes. Ateliers & Chantiers du Havre (shipbuilder), Duchesne & Bossiere & Augustin Normand Reunis, 30 rue Jean Jacques Rousseau, Le Havre (Seine-Maritime). WTD 5/11/65.

PAKISTAN—Steel strips, galvanized p. sheet; requests price quotations c&f Karachi; direct purchase and agency. Ansa Corp. (importer, manufacturers' agent), 26 North Napier Rd., Karachi-2. WTD 1/10/62.

Steel billets. North West Commercial Corp. (importing distributor), 16 Saeed Manzil, 2nd Floor, Anarkali, Lahore. WTD 5/12/65.

● **TAIWAN**—Steel sheet piling and accessories. Tender No. GF3B-21131-B, bid deadline June 25. Purchasing Dept., Central Trust of China, 49 Wu Chang St., Section 1, Taipei.★ (Telephone: 202-WO 7-2363).

VIET-NAM—Full line of electrolytic tinplate

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including tinplate color sheets, electrolytic tinplate misprinted, electrolytic tinplate waste waste, coke tinplate waste waste; additional details may be obtained on loan by writing to the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Commercial Representative Agency (COREAG) (manufacturers' rep.), 93 dai lo Ham Nghi, Saigon. WTD 5/12/65.

332 Iron, steel foundries

● **ECUADOR**—Cast iron soil pipe, fittings and accessories for waterworks project. Tender No. 1, deadline July 9. Correspondence preferred in Spanish. Oficina del Jefe del Departamento Administrativo del IEOS, Quito. Tender documents in Spanish are for review only in Room 4014, BDSA (6460), Department of Commerce, Washington, D.C.

FRANCE—Iron products for shipbuilding purposes. Ateliers & Chantiers du Havre, Duchesne & Bossiere & Augustin Normand Reunis 30 rue Jean Jacques Rousseau, Le Havre, Seine Maritime. WTD 5/11/65.

● **KOREA**—Rolls for hot sheet mill: 30 required. Tender No. KFX-5055-S, bid deadline July 2. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2363).

335 Rolling, drawing and extruding of non-ferrous metals

● **BURMA**—Total of 10,000 reels soldering lead, 5-core, containing non-corrosive flux, in one-half and one pound reels, 16 and 18 S.W.G., and 40/60% and 60/40% tin/lead. Tender No. 530/EL(P)64-65, bid deadline June 21. Divisional Manager, Electrical Stores Corp. Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WOrth 7-2298).

MEXICO—Brass pipes and rods. Valvulas y Articulos Sanitarios, S.A. (manufacturer, importer, exporter, wholesaler), Felipe Angeles No. 22, Col. Bellavista Tacubaya, Mexico, D.F. WTD 4/30/65.

342 Cutlery, hand tools, general hardware

FINLAND—Hand tools for industrial, automotive and household use; request descriptive literature, prices, terms; direct purchase or agency. Oy Trade Ab (importers, wholesalers, agents), Karakallio, Kilo. WTD 5/4/65.

FRANCE—Electric carving knives. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6), Rhone. WTD 5/19/65.

Hunting knives; direct purchase and agency. Robert Dalex (retailer), 55, rue de Chateaudun, Paris, 9e. WTD 3/2/65.

Hunting knives. A.S.P.A.—Association des Specialites du Plein-Air (Commission merchants), 37 Quai de la Seine, Paris 19e. WTD 3/4/65.

Professional hand tools, especially agricultural tools; requests offers with price quotation; direct purchase and agency. Etablissements Wohlfahrt S.A. (importing wholesaler), 28, rue Kageneck, Strasbourg, Bas-Rhin. WTD 5/11/65.

SOMALI REPUBLIC—Building and construction hardware, all types. Direct purchase and agency. Somali National Commercial Society (merchant-stock company), Via Roma, P.O. Box 922, Mogadiscio. WTD 1/13/65.

SOUTH AFRICA—Cutlery, vacuum flasks, kitchenware, general household products, fancy goods. Direct purchase and agency. C.F. Glew & Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 1289, Durban, Natal. WTD 5/18/65.

343 Heating apparatus, plumbing fixtures

FRANCE—Enameled iron, cast iron, pressed metal sanitary ware: lavatories and sinks, washbasins, bathtubs, bidets. Direct purchase and agency. Etablissements P. Claux & Fils & Cie (manufacturer, dealer), Usine de Beauregard, Brive, Correze. WTD 3/22/65.

GERMANY—Oil heaters, portable and stationary for building contractors and industrial enterprises; requests price quotations fob US ports. Hans Wilms OHG. (importer, wholesaler), Postfach 93, 407 Rheydt/Rhld. WTD 5/10/65.

346 Metal stampings

NEW ZEALAND—Nickel, silver or brass rough stampings for fancy cake baskets, sandwich trays, salvers, allied products. D.S. Littlejohn, Manager, The Aluminium Co. of N.Z. Ltd. (manufacturer), 105 May Road, Mount Roskill, Auckland, S.3., New Zealand. WTD in preparation.

348 Fabricated wire products

FINLAND—Cable ties, clips, and related items. Requests descriptive literature, price lists; direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importers, wholesalers, agents) Hameenkatu 28, Tampere 3. WTD 10/28/64.

349 Fabricated metal products

ITALY—Simulated gold and silver foil for hot-pressing on the linings of shoes. Sample of type material desired is available on a loan basis from the Trade Opportunities Staff, BDSA, 6192, Rm. 4203, Department of Commerce, Wash., D.C. 20230. Vibac di Vincenzo Battista (wholesaler), Via Cremona 6, Valenza (Alessandria province). WTD 5/11/65.

SAUDI ARABIA—Ten thousand aluminum collapsible tubes, each 14 cm. in length, to be marked as shown on attachment. Also, ten thousand aluminum collapsible tubes, each 16 cm. in length, to be marked as shown on attachment. which are available on a loan basis from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. FOR: Ezz el-Din Rashad, Director, Sand Stabilization Project, P.O. Box 77, Hofuf. Interested Parties Contact: Commercial Officer, U.S. Consulate General, APO New York 09616.

351 Engines, turbines

PAKISTAN—Diesel engines, preferably small type; requests quotations c & f, Karachi; direct purchase and agency. Ansa Corp. (importer, manufacturer's agent), 26 North Napier Rd., Karachi-2. WTD 1/10/62.

352 Farm machinery

FRANCE—Horticultural equipment; direct purchase and agency. Comptoir Général Horticole J. Bru (importer, dealer), 5 bis, rue Exelmans, Versailles (S & O). WTD 3/19/65.

JAPAN—Poultry and egg processing and raising equipment. William M. Thaler (manufacturers' agent), 1 Yokobori 7-chome, Minami Ku, Osaka. WTD 9/6/64.

THAILAND—Mechanical fruit (mainly oranges) pickers, and mechanical orange grading systems. Catalogs, illustrated brochures, and price quotations requested. Yip In Tsoi & Co., Ltd. (importer, exporter, distributor), 523 Mahaprutaram Rd., Bangkok. (Attention: Mr. Virat Yip-in-tsoi). WTD 10/13/64.

353 Construction machinery

● **BURMA**—3 dumpers, 3-4½ cu. yd. capacity, powered with 4 cylinders 54 BHP diesel engine. Tender No. 21/MACH 23/G-1(64-65), bid deadline June 25. Divisional Manager, Machinery, Equipment, Tools & Spares Division, Peoples' Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

FINLAND—Hydraulic mobile cranes; requests full details, price lists, terms; direct purchase or agency. Oy Suomen Hiab (wholesaler, importer, agent), Salomonkatu 17 A, Helsinki. WTD 4/6/65.

● **INDIA**—Global invitation for 12 crawler tractors equipped with hydraulic angledozers and miscellaneous other attachments and accessories, 90-100 DBHP. Tender No. 930/A-799/51410/P, bid deadline August 13. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Documents are available from the India Supply Mission (Ref. D/ENQ/1701), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, free of charge.

● Global invitation for 9 crawler tractors equipped with hydraulic angle dozer and miscellaneous other attachments and accessories, 150-160 dbhp. Tender No. 930/A-798/PR/51414, bid deadline July 28. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Documents available from India Supply Mission (Ref. D/ENQ/1702), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, free of charge.

JAPAN—Labor-saving devices for concrete work; placement and gunning equipment. Shima Trading Co., Ltd. (importer, exporter, wholesaler), 10 Koraibashi 4-chome, Higashi Ku, Osaka. WTD 9/28/64.

● **MOZAMBIQUE**—Automotive equipment for handling cargo in the dock area. Tender No. 142/65, bid deadline Sept. 20. Office of the Chief Storekeeper—Mozambique Harbors, Railways, and Transport Services, Post Office Box No. 2119, Lourenco Marques. Interested firms may consult specifications at the Office of the Director of Public Works and Communications, Lisbon, Portugal or any of the Offices of the Storekeepers of Mozambique Harbor, Railways and Transport Services in Lourenco Marques, Beira, Quelimane or Lumbo. Also, copies may be obtained on payment of $.90 from the Office of the Treasurer, Lourenco Marques Division of Harbors and Railways.

354 Metalworking machinery, equipment

BRAZIL—Specialized machine tools of the metal cutting and forming types; automotive maintenance and repair machinery and equipment; desires to act as distributor or representative. Requests quotations fob, catalogs. S.A. Armando Busseti Comercial e Importadora (wholesaler), Rua da Constituicao 57, Rio de Janeiro, ZC-58. WTD 5/17/65.

FRANCE—Machine tools, metal-drilling, milling and planing types; metalworking shearing machines, rotary, power; swaging machines; metalworking presses, all types. Direct purchase and agency for France or section of. Catalogues and price lists desired. Jaguar (importer, dealer), Zone Industrielle, Leguevin, Haute-Garonne. WTD 5/18/65.

GERMANY—Non-cutting processing machines for forging, pressing, drawing; cutting processing machines for surface treatment, such as milling, drilling, planing; machine parts for both types of processing machines. Requests quotations cif Hamburg, Bremen, Rotterdam or Antwerp. Rheinmetall GmbH. (importer, manufacturer), P.O. Box 6609 or 125 Ulmenstrasse, 4 Duesseldorf 1. WTD 5/14/65.

Gas or oil fired steam cleaning machinery (portable), automotive and industrial; requests price quotations fob US ports. Hans Wilms OHG. (importer, wholesaler), Postfach 93, 407 Rheydt/Rhld. WTD 5/10/65.

HONG KONG—Electric "pistol" drills; electric circular saws. Kai Fook Co. (importer, exporter), P.O. Box 2395, Hong Kong. Cable address: GOODFOLKS Hong Kong. WTD 4/7/65.

INDIA—Machinery and equipment such as wire drawing machine; tin coating equipment; testing equipment; rubber mixing mill; insulating equipment; and accessories, for the manufacture of PVC (polyvinyl chloride) insulated flexible cable. A list describing the type machinery desired is available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. B. N. Channa (engineer), P.O. Bamni Maidan, New Industrial Estate, Gauhati, Assam. WTD under preparation.

● Bar straightening and cutting machines (21 for straightening coiled wire 6 mm dia., and round bars up to 12 mm dia.). Tender No. 924/BPO/P-119/PR/51390, bid deadline June 14. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1692.

● Automatic turret lathe, Tender No. SWP6/5021/124-A/T.E., bid deadline July 2. Cylinder head and block milling machine, Tender No. SWP8/222/045A/T.E., bid deadline July 2. Director General Supplies & Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents available for review or purchase at India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. Nos D/ENG/1714 and D/ENG/1717 respectively. Purchase price $1.25 each, payable in advance.

PAKISTAN—Garage and workshop equipment and tools. North West Commercial Corp. (importing distributor), 16 Saeed Manzil, 2nd Floor, Anarkali, Lahore. WTD 5/12/65.

SWEDEN—All kinds of machine tools for the workshop industry (except face grinding machines of small or medium type). Direct purchase and agency. Nyberg & Westerberg AB (importer, exporter, manufacturer, sales agent), Akersberga. WTD 10/30/64.

Automatic steel strapping machines, operating not only with steel strips or wire, but also with new strapping material, e.g., polypropylene. Direct purchase and agency. Berters Nordiska AB (importer, retailer, exporter, wholesaler, manufacturer, sales agent), Vastanvag 43, Malmo SV. WTD 5/12/65.

355 Special industry machinery

AUSTRALIA—Roof and floor tile making machinery. Interested in small plant machinery; requests complete layout showing conveyors. Prices to include landing at port of Brisbane. E. N. Woodman & Co. (sawmiller, timber merchant, exporter), P.O. Box 33, Mackay, Queensland. WTD in preparation.

FRANCE—Woodworking machinery and machine tools, light and medium-duty equipment, including portable power-driven tools, for sawmills, cabinet and furniture-makers, and veneer-workers. Direct purchase and agency. (Equipment for utilization with a.c., 50 cycles, 220 volts); requests replies in French. Ateliers de Constructions Electriques & Mecaniques (ACEM) (dealer), Avenue de la Liberte, Saint-Paul-les-Dax, Landes. WTD 5/10/65.

Automatic boot and shoe light duty machinery, including portable equipment, hand power-tools, and related lines for shoe-makers and repairers, such as: cutters, stitchers, staplers, eyelet-setters, automatic markers, shoe-cementers, and others. Agency for France or section of, direct purchase. Catalogues and price lists requested. American Supply Corp. (sales, manufacturers agent, importer), 10 boulevard Antoine-Gautier, Bordeaux, Gironde. WTD 9/10/64.

Pleating machines, automatic, designed for custom and novelty pleating of skirts, robes, etc. (cotton, wool, or other fabrics), shirring and related operations, including electric ironing of finished permanent pleating. For utilization with a.c., 50 cycles, 220 volts. Descriptive literature and price lists desired. Comptoir Bordelais de Confection, (manufactures), 1 rue Bouquiere, Bordeaux, Gironde. WTD 11/14/63.

"Express" Coffee processing machinery; direct purchase and agency. France Industrie (importer, dealer), 4 bis rue Victor Hugo, Houplines, Nord. WTD 3/22/65.

GREECE—Paper making machinery for the establishment of a paper mill in Thessaloniki, Northern Greece. Macedonian Paper Co. S.A. (manufacturer), Patron and Iteon St., Patras. WTD 5/17/65.

JAPAN—Plastics-working machinery and equipment, such as compression-molding, extrusion-molding, injection-molding machines, laminating presses. Requests catalogs. Hamasaki & Co., Ltd. (manufacturer, distributor), 28 Hirano-machi 1-chome, Higashi-Ku, Osaka. WTD in preparation.

Bakery automatic wrapping and labelling machine. William M. Thaler (manufacturers' agent), 1 Yokobori 7-chome, Minami Ku, Osaka. WTD 9/6/64.

Automatic concrete-block production machinery. Shima Trading Co., Ltd. (importer, exporter and wholesaler), 10 Koraibashi 4-chome, Higashi Ku, Osaka. WTD 9/28/64.

KOREA—Machinery and spare parts for the manufacture of ball point pen tips and balls. Sam Chung Commercial Co., Ltd., P.O. Box 26, Pusan. WTD under preparation.

NEPAL—Grain mill machinery: Mixing equipment for tallow and liquid molasses; pellet-making machinery; both 700 lb. capacity. Humidity control equipment. Feed balances up to 4 grams and 100 lb. Four ribbon-type premix mixers. Requests quotations cif Calcutta, catalogs, technical specifications, advice. Ratna Feed Industries, 412 Wotu Tole, Kathmandu. WTD 5/10/65.

PAKISTAN—Leather working and tanning machinery; requests quotations c&f Karachi; direct purchase and agency. Ansa Corp. (importer, manufacturers' agent), 26 North Napier Rd., Karachi-2. WTD 1/10/62.

Machinery for use in manufacturing pharmaceutical products as follows: dough mixer; powder mixer; dry granulator; wet granulator; granulate quick dryer; rotary tablet press; sugar coating pan; polishing pan for coating; tablet counting and filling machine; full automatic sealing machine; ampoule cutting apparatus; ampoule washing machine; hot air sterilizer; ultra violet lamp; automatic ampoule filling and sealing machine; ampoule inspection apparatus; autoclave; ampoule printing machine; automatic ampoule labelling machine; water double distilling apparatus; additional data is available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Prince Medical Hall (importing distributor), Saddar Bazar, Multan Cantt., West. WTD 3/26/65.

Machinery for textile industry, including necessary parts and accessories; requests price quotations c&f Karachi; direct purchase and agency. Ansa Corp. (importer, manufacturers' agent), 26 North Napier Rd., Karachi-2. WTD 1/10/62.

SAUDI ARABIA—Printing machinery equipment and supplies. Muttawa Press (importer), P.O. Box 343, Dammam. WTD 5/10/65.

SOUTH AFRICA—Equipment and know-how to make dished heads for boilers and tanks. Consani's Engineering, Ltd. (general structural and reinforcing engineers), Consani Rd., Elsies River, C.P. 5/13/65.

SWEDEN—Machinery, equipment, apparatuses for the plastic, rubber and paint industries. Direct purchase and agency. Swedish Esanco AB (importer, wholesaler, sales agent), Artillerigatan 16, Stockholm. WTD 12/16/64.

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356 General industrial machinery

GERMANY—Tape printers (label making machinery). Gebr. Hein (manufacturer), 69 Heidelberg/Neckar, Postfach 680. WTD 4/16/64.

● **INDIA**—50 portable, self priming, heavy duty, electric driven submersible sump pumps, capacity 300-700 liters per minute. Tender No. 942/N-268/51402, bid deadline July 12, Chief Purchase Officer, Beas Purchase Organization, Talwara Township Distt., Hoshiarpur, Punjab. Copies of the specifications available from The India Supply Mission (Ref. D/ENQ/1699), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.★ (Telephone: 202-WO 7-5589).

NEW ZEALAND—Right angle drive gear boxes, for use with agricultural rotary slashers of approximately 75 hp. Direct purchase and agency. A. E. Andrews, Machinery Division Manager, L. J. Fisher & Co., Ltd., 25 Great South Rd., Auckland, New Zealand. WTD 9/30/63.

● **PORTUGAL**—Supply and installation of pumps and other equipment for the pumping station for refrigerated water of the first turbo-alternator group of 125 mw. of the Carregado Thermo-Electric station. Bid deadline July 1. Specifications available for $17.50 from Empresa Termoelectrica Portuguesa, S.A.R.L., Rua Rosa Araujo 311-3°., Lisbon.

357 Office, computing, accounting machines

FINLAND—Computor components. Requests descriptive literature, price lists; direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

GERMANY—Business machines and equipment. NOG Neue Organisationsgesellschaft mbH. & Co. KG (importer), 7 Stuttgart 1, Hauptmannsreute 71. WTD 5/18/65.

PAKISTAN—Coin counting machine; price quotations c&f Karachi. J. K. Motors, P. N. Fleet Club (importer, manufacturers' agent), Building, P.O. Box No. 3965, Karachi.

VIET-NAM—Typewriters, calculating machines, copying machines. Commercial Representative Agency (COREAG), 93 dai lo Ham Nghi, Saigon. WTD 5/12/65.

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358 Service industry machines

FINLAND—Electric sauna stoves, must be UL-approved, in wholesale lots; requests full details, descriptive literature, prices, terms; direct purchase, Karjalan Sahko Oy (manufacturer, importer, exporter), Hanko. WTD 3/1/65.

FRANCE—Carpet sweepers. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6), Rhone. WTD 5/19/65.

Laundry and dry-cleaning machinery for commercial and industrial use—direct purchase and agency. France Industrie (importer, dealer), 12 rue Lapeyrere, Paris, 18e. lines, Nord. WTD 3/22/65.

Coin-operated equipment for self-service laundries; car wash units; commercial dishwashing machines; direct purchase and agency. S.E.L.L.S.A.—Sté pour l'Equipement de Laveries Libre Service Automatiques (importer, dealer), 12, rue Lapeyrere, Paris, 18e. WTD 3/22/65.

PAKISTAN—Airconditioners, central station, self-contained; requests quotations c&f Karachi; direct purchase and agency. Gilani, Ltd. (importer, agent), 39 Garden Rd., Karachi. WTD 7/15/63.

Laundry equipment, parts, accessories, for commercial use; airconditioners, packaged room type; refrigeration units for industrial use; requests quotations c&f Karachi; direct purchase and agency. Capital Trade Corp. (importer, agent), 8 Rehman Court, Grieg St., Plaza Square, Karachi. WTD 5/14/64.

SOUTH AFRICA—Room air conditioners, various window and wall types, 220 volts 50 cycle a.c.; requests catalogs and price lists. S. Cohen, Ltd. (importing distributor), Electrical Wholesale Department, P.O. Box 215, Windhoek. WTD 2/17/64.

359 Miscellaneous machinery

BRAZIL—Specialized machine tools for machine shops, jobbing and repair; desires to act as distributor or representative. Requests fob quotations, catalogs. S.A. Armando Busseti Comercial e Importadora (wholesaler), Rue da Constituicao 57, Rio de Janeiro, ZC-58. WTD 5/17/65.

361 Electric transmission, distribution equipment

BELGIUM—All types of measuring devices such as manometers, pressure meters, levelling meters, pressure and temperature indicators, gauges. Bureau Technico Commercial De Moor (importer, wholesaler, sales agent), 8 Einde Were, Ghent. WTD 5/17/65.

BRAZIL—Electric measuring instruments in general; dealer interested in acting as a representative requests replies with price quotations cif Rio de Janeiro and catalogs; direct purchase and agency. Lojas Nocar S.A. Radio Eletricidade (wholesaler, retailer, agent), Rua da Quitanda 48, Rio de Janeiro ZC-00. WTD 5/17/65.

FRANCE—Electric measuring equipment: ammeters, voltmeters, volt-ohm-milliammeters, telemeters, regulators. Electronic measuring equipment: testers, signal generators, oscillographs, oscilloscopes; direct purchase and agency. Appareils de Mesures Electriques et Electroniques Chatain-Blanchon (manufacturer, dealer), 56 rue de la Roquette, Paris 11e. WTD 11/19/64.

● **IRAQ**—Supply of maintenance parts for multimeter TS-297/U including, but not limited to, the following: Cords CX-468/U; knobs; leadsets; meters; resistors; switches; etc. Tender No. SIGS/6/65, bid deadline July 6. A copy of the general conditions must be attached with the bid and a report of the tenderer's financial condition, approved by the Iraqi Military Attache, Washington, D.C., should accompany the bid. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

● Supply of maintenance parts for multimeter USAF type TS-352/U including, but not limited to the following: Set test leads, CX 1331A/U; panel assemblies; multiplierkits, MX-815A/U; gaskets; resistors; switches; meter assemblies, model 972—2 weston; connectors; shunts; etc. Tender No. SIGS/5/1965, bid deadline July 3. A copy of the general conditions must be attached with the bid and a report of the tenderer's financial condition, approved by the Iraqi Military Attache, Washington, D.C., should accompany the bid. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

● **NIGERIA**—Supply of 6600/3300/415 volt distribution transformers ranging from 25 to 750 kva, also 11,000/415 volt transformers rated 25 to 750 kva. Bid deadline June 23. The Secretary, Electricity Corporation of Nigeria, Electricity Headquarters, 24-25 Marina, Lagos. Specifications may be obtained from the Senior Purchasing Engineer, Electricity Headquarters, Marina, Lagos.

● **U.A.R.**—Supply of measuring instruments and apparatus for maintenance and testing of equipment for BC/96/1 radio transmitting, receiving, terminal and monitoring stations, as follows: Two units bridge-megger insulation measuring equipment; two units field strength and radio noise measuring equipment; spares for above item; H.F. spectrum analyzer; spares for above item. Tender No. 14/65 P. Radio, bid deadline June 28. The General Manager, Telecommunications Organization, Radiocommunications Administration, Ramses St., Cairo.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

● **BURMA**—Supply of 6 each motor starters for 7½ hp. and 30 l.p. squirrel cage motors, 20 ammeters, 30-8.5 KVAR capacitors for power factor correction and 1 metal-clad switchboard suitable for 400 volt, 3 phase, 50 cycle supply. Tender No. 371/EL/(G)64-65, bid deadline June 16. Divisional Manager, Electrical Stores Corporation Line (17), 77/91 Sule Pagoda Road, Rangoon.★ (Telephone: 202-WO 7-4242).

● **INDIA**—26,693 kgs of 7/32 in. dia. mild steel welding wire and 49,001 kgs of flux suitable for submerged arc welding. Tender No. SR 5/4092/007-A, global procurement, bid deadline July 7. Director General of Supplies and Disposals, Jeewan Tara Building, Parliament St., New Delhi. Copies of specifications and conditions may be obtained upon payment of $2.10 per copy from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. I. S. M. D/ENQ/1712.

● **IRAN**—16,500 kgs of 3 and 4 mm steel electrodes, and 30,000 kgs of "lump" carbide. Tender Notice 44/103 & 108, bid deadline July 27. Purchasing Department, Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-5652).

363 Household appliances

FRANCE—Disappearing clotheslines. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6), Rhone. WTD 5/19/65.

Household laundry equipment; washing machines. Direct purchase and agency. Etablissements P. Claux & Fils & Cie. (manufacturer, dealer), Usine de Beauregard, Brive, Correze. WTD 3/22/65.

GERMANY—Electrical household appliances, particularly newly developed items. P. Schweiger, Fotovertrieb (importer, exporter, wholesaler, agent), 7 Stuttgart-W., Rotenwaldstrasse 90. WTD 5/13/65.

MEXICO—Household appliances, i.e. electric blankets, shavers and novelty items that are not manufactured locally. Mogum, S.A. (importer, manufacturer), Calle Tres No. 3, Nacalpan de Juarez, Edo. de Mexico. WTD 3/23/64.

SOMALI REPUBLIC—Sewing machines, particularly types for manual operation. Direct purchase and agency. Somali National Commercial Society (merchant-stock company), Via Roma, P.O. Box 922, Mogadiscio. WTD 1/13/65.

SOUTH AFRICA—All types of household electric appliances for A.C., 50 cycles, 220 volts. Victory Electric Co. (importing distributor), 94 Adderley St., Cape Town. WTD 5/19/65.

Dishwashing machines; garbage disposal units; both for 250 volt, 50 cycle operation. Modhomes Wholesale (Pty.) Ltd. (importer, wholesaler, distributor), P.O. Box 599, Pretoria. WTD in preparation.

364 Flashlights, lamps

● **BURMA**—Supply of 10,000 flashlight cases and 150,000 flashlight bulbs. Tender No. 531/EL(P)64-65, bid deadline June 21. Divisional Manager, Electrical Stores Corp. Line (17), 77/91 Sule Pagoda Road, Rangoon.★ (Telephone: 202-WO 7-5345).

FRANCE—Accessories and equipment relating to junction, branching and connection of electric cables used in the electric lighting, power installations and/or telephone; direct purchase and agency. S.E.R.A.M—Société

d'Electricite, de Radio, d'Aviation et de Mécanique (manufacturer, wholesaler), 4, rue du Revérend-Père Christian Gilbert, Asnières, Seine. WTD 3/22/65.

KOREA—Electrical supplies required by building contractors. Firm wishes represent suppliers, able to ship small quantities of a variety of electrical supplies required by specific construction projects. Yushin Trading Co., Ltd., Central P.O. Box 1034, Seoul. WTD under preparation.

SOMALI REPUBLIC—Fluorescent lighting tubes and fixtures for residential and outdoor use. Direct purchase and agency. Somali National Commercial Society (merchant-stock company), Via Roma, P.O. Box 922, Mogadiscio. WTD 1/13/65.

365 Radio, television receiving sets

BRAZIL—Magnetic tape recorders and tapes; dealer requests replies with price quotations cif Rio de Janeiro and catalogs; direct purchase and agency. Lojas Nocar S.A. Radio Eletricidade (wholesaler, retailer, agent), Rua da Quitanda 48, Rio de Janeiro ZC-00. WTD 5/17/65.

SOUTH AFRICA—Battery operated (transistor solid state) portable phonograph and radiophonograph combination sets; transistor portable radios, F.M., short wave. Victory Electric Co. (importing distributor), 94 Adderley St., Cape Town. WTD 5/19/65.

SWEDEN—Radio and television receiving sets, tape recorders, phonographs; direct purchase and agency. AB Harald Wallgren (wholesaler, agent), Arsenalsgatan 4, Goteborg C. WTD 6/5/65.

366 Communication equipment

BRAZIL—Radio and television transmitting, signaling and detection equipment and components; dealer interested in acting as a representative requests replies with price quotation cif Rio de Janeiro and catalogs. Lojas Nocar S.A. Radio Eletricidade (wholesaler, retailer, agent), Rua da Quitanda 48, Rio de Janeiro ZC-00. WTD 5/17/65.

● **GREECE**—Supply of 3 automatic tape transmitters. Tender No. 51397/65, bid deadline July 1. Bids may be submitted through the Naval Attache, Royal Greek Embassy, 2228 Massachusetts Ave., NW., Washington, D.C.★ (Telephone: 202-WO 7-4823).

● Supply of 8 error correcting multiplex telegraph sets, 10 voice frequency telegraph sets, 10 intermediate sideband telegraph receivers, and 4 high frequency radio transmitters at an estimated cost of $940,000. Tender No. 6401, bid deadline July 27. Hellenic Telecommunications Organization, Supply Department, 20 Patission St., Athens, Greece. (See INTERNATIONAL COMMERCE, May 31, p. 45).★ (Telephone: 202-WO 7-4823).

PAKISTAN—Surveillance equipment; portable, mobile and fixed radio receivers; microwave; a.m., f.m. broadcast transmitters; requests price quotations c&f Karachi; direct purchase and agency. Alison-Son & Co. (1949) Ltd. (importer, agent), Asmer Clinic Bldg., 189/A-2, P.E.C.H.S., POB 102, Karachi. WTD 8/17/64.

367 Electronic components, accessories

BRAZIL—Radio, television receiving components; dealer interested in acting as a representative requests replies with price quotations cif Rio de Janeiro and catalogs; perhaps tubes and other apparatus. Lojas Nocar S.A. Radio Eletricidade (wholesaler, retailer, agent), Rua da Quitanda 48, Rio de Janeiro ZC-00. WTD 5/17/65.

FRANCE—Specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors, electronic transformers and capacitors; and other electronic components; direct purchase and agency. Les Galeries Lafontaine (manufacturer, wholesaler, importer, retailer), 44, rue Camille Desmoulins, Cachan, Seine. WTD 3/19/65.

SWEDEN—Electronic components for military and industrial applications, such as precision resistors, film resistors. Potentiometric recorders. Direct purchase and agency. AB Nordqvist & Berg (importer, retailer, manufacturer, sales agent, exporter), Snoilskyvagen 8, Stockholm K. WTD 8/10/64.

Transistorized alarm equipment for industry and private usage. Direct purchase and agency. Berters Nordiska AB (importer, retailer, exporter, manufacturer, wholesaler, sales agent), Vastanvag 43, Malmo SV. WTD 5/12/65.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Automotive spare parts such as clutches, brake linings, gear shifts. Direct purchase and agency. Van De Calseyde, P.V.B.A. (importer, wholesaler, sales agent), 4 Borluutstraat, Ghent. WTD 5/20/65.

FINLAND—Automotive vehicle accessories, attachments, related products; requests descriptive literature, prices, terms; direct purchase or agency. Oy Trade AB (importer, wholesaler, agent), Karakallio, Kilo. WTD 5/4/65.

Hydraulically driven equipment designed for installation on automobiles, tractors; requests full details, price lists, terms; direct purchase or agency. Oy Suomen Hiab (wholesaler, importer, agent), Salomonkatu 17 A, Helsinki. WTD 4/6/65.

Automotive spare parts, interested in all kinds of products particularly those utilized in several makes of automobiles; requests descriptive literature, price lists; direct purchase or agency. Akmo Oy (importer, commission agent), Bulevardi 28, Helsinki. WTD 5/6/65.

PAKISTAN—Automotive parts, accessories; requests price lists, catalogs and price quotations c&f Karachi; direct purchase and agency. Capital Trade Corp. (importer, agent), 8 Rehman Court, Grieg St., Plaza Square, Karachi. WTD 5/14/64.

U.S. and B.M.C. passenger cars, buses, trucks. North West Commercial Corp. (importing distributor), 16 Saeed Manzil, 2nd Floor, Anarkali, Lahore. WTD 5/12/65.

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372 Aircraft, parts

KOREA—Aircraft—particularly helicopters. Aircraft spare parts. C. P. Corp. (agent), Room 331 Bando Bldg., 180 1-ka, Ulchi-ro, Chung-ku, Seoul. WTD 5/21/65.

NETHERLANDS—Aircraft parts, aircraft engine parts, accessories, equipment. Direct purchase and/or agency; prefers replies from manufacturers. Mastboom Vliegbedrijf N.V. (importer, wholesaler, retailer, exporter), Rotterdam Airport, Rotterdam. WTD 5/13/65.

373 Ship, boat building, repairing

BELGIUM—All kinds of equipment used on yachts. Yachting Center Zeebrugge (importer, wholesaler, sales agent), 2-8 Kielbankstraat, Zeebrugge. WTD 5/17/65.

CYPRUS—Two used cargo vessels of about 2000 tons each. Mr. Andreas Azinas (producer, manufacturer, exporter, importer, retailer), Commissioner and Greek Registrar of Cooperative Societies, Nicosia. WTD 5/17/65.

NIGERIA—Steel hull; 60′ x 25′ with an 8′ draft; 150-ton gross capacity with an 80-ton-capacity deep freeze; 250 h.p. engine; stern trawl winch; echo sounder. Offers wanted by early July. (Also seeking U.S. captain and marine engineer to operate trawler.) J. Ola Okusanya (importer), P. M. B. 5106, Port Harcourt. WTD 5/10/65.

374 Diesel shunting locomotive

● **INDIA**—Supply of one diesel shunting locomotive, 200 hp., maximum axle load 15.5 tons, 1676 mm. gauge. Tender No. SRI/224/21/006, bid deadline June 29. Director General of Supplies & Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 (I.S.M. Ref. No. D/ENQ/1710) for $2.10 each. A copy of tender documents available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

375 Motorcycles, bicycles, parts

SOMALI REPUBLIC—Bicycles, inexpensive models. Direct purchase and agency. Somali National Commercial Society (merchant-stock company), Via Roma, P.O. Box 922, Mogadiscio. WTD 1/13/65.

381 Laboratory, scientific and research instruments, equipment

● **EL SALVADOR**—Supply of four sets of equipment for the study of physics, with respective materials, for making experiments at the Escuela Normal Superior. Tender No. 40-A(65), bid deadline July 8. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

KOREA—Scientific and research equipment. Direct purchase and agency. Sang Chung Commercial Co., Ltd. (sales agent), Room 45, Hanchung Bldg., 100 2-ka, Chong-no, Chongno-ku, Seoul. WTD 5/21/65.

PAKISTAN—Spectrophotometers, bacteriological meters. Park Chemical Suppliers, Ltd. (importing distributor), P.O. Box 460, Bank Square, The Mall, Lahore. WTD 5/10/65.

★★ **TAIWAN—Trade Mission**

Laboratory appliances for testing. Young Tai Hsing Trading Co., Ltd. (importer, exporter), 10-1 Lane 65, Wenfa Rd. (South), Sanchung City, Taipei. WTD 7/21/64. TM 78-B.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Pyrometers; direct purchase and agency. Appareils de Mesures Electriques et Electroniques Chatain-Blanchon (manufacturer, dealer), 56 rue de la Roquette, Paris 11e. WTD 11/19/64.

GERMANY—Flow meters for gases and liquids; direct purchase and/or agency. Requests price quotations cif Hamburg, Bremen or Rotterdam. Ludwig Krohne (importer, manufacturer, sales agent), 56 Blumenthalstrasse, 41 Duisburg. WTD 5/7/65.

● **KOREA**—Supply of measuring instruments including, but not limited to, the following: Various types of soil and water temperature measuring thermometers; electronic temperature measuring apparatus; temperature and humidity vertical distribution measuring apparatus; sensbey for agriculture; self-recording evapotranspiration apparatus; tension meters; dielectric-type soil moisture measuring apparatus; neutron scattering soil moisture gauge. Tender No. KFX-5054-P, bid deadline June 30. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

384 Medical supplies

● **CEYLON**—Supply of 200,000 stainless steel kifa clips; 150 deep sterilizing drums; 150 shallow sterilizing drums; 1,200 adult bed pans. Bid deadline Aug. 10. The Ministry of Health, P.O. Box 500, Colombo. Copies of tender terms and specifications are available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

FINLAND—Hypodermic syringes (disposable); requests descriptive literature, price lists, terms; direct purchase or agency. Tam-Trading Oy (wholesale distributor), Vuorikatu 20 A, Helsinki. WTD 10/29/64.

FRANCE—Hearing aids for deafness; direct purchase and agency. Societe Francaise d'Acoustique Medicale "Acouvox" (importer, wholesaler, retailer, merchant), 3 rue du Cirque, Paris 8e. WTD 6/25/64.

GERMANY—Medical bath and massage equipment for use in hospital; anesthesia and respiratory equipment and accessories; electronic equipment used in recovery and intensive care rooms and operation wards, including instruments for the analysis of blood and respiration gases and other circulatory control apparatus. Direct purchase or exclusive agency. Carl A. Hoyer (importer, sales agent), Parkallee 44, 28 Bremen. WTD 4/26/65.

● **IRAQ**—Supply of surgical dressings including, but not limited to, the following items: 20,000 kg. of cellulose wadding; 500 doz. 1" elastic adhesive bandages; 1500 doz. 2" elastic adhesive bandages; 3000 doz. 4" elastic adhesive bandages; 500 doz. 2" plaster of paris bandages. Tender No. 2/65, bid deadline June 15. Iraq Stores Co., P.O. Box 26, Baghdad.★ (Telephone: 202-WO 7-2939).

JAPAN—Newly developed surgical, medical, dental instruments and supplies, especially those used by otorhinolaryngologists. Requests literature, quotations. Tatsuro Yamamoto (exporter, importer), 2954-6 Otemae, Ushiyamacho, Kasugai City, Aichi Prefecture. WTD 8/26/64.

386 Photographic equipment

GERMANY—Photographic and cinematographic equipment and supplies. P. Schweiger, Fotovertrieb (importer, exporter, wholesaler, agent), 7 Stuttgart-W., Rotenwaldstrasse 90. WTD 5/13/65.

Electrostatic photocopying machines with devices for reproduction of book text. Gustav Haufler am Markt (importer, retailer), 7 Stuttgart 1, Marktplatz 5. WTD 5/12/65.

391 Jewelry, silverware, plated ware

FINLAND—Imitation jewelry, all kinds; men's jewelry; jewelry boxes and packaging items; related products. Requests descriptive literature, price lists. Ibero Oy (importers, distributors, exporters), P.O. Box 493, Helsinki. WTD 6/3/64.

SOUTH AFRICA—Table cutlery, trays, trophies, tea services, other items in fancy goods range. Direct purchase and agency. C. F. Glew & Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 1289, Durban, Natal. WTD 5/18/65.

394 Toys, sporting goods

AUSTRALIA—Toys, construction sets, toy kits, and hobbyist construction kits. Leo Rogaly & Lewis Pty., Ltd. (importer, sales agent), 35 Bathurst St., Sydney, N.S.W. WTD 10/23/64.

FRANCE—Tennis goods; table tennis sets; athletic goods in general; athletic and inflated balls; badminton equipment; basket ball sets; footballs; golf sets; bowling alleys and accessories, automatic bowling pin machines, bowling pins; fishing tackle: hooks, rods, reels, artificial lures; gun cases for hunting; cartridge belts; ice and roller skates and parts. A.S.P.A.–Association des Spécialités du Plein-Air (commission merchants), 37 Quai de la Seine, Paris 19e. WTD 3/4/65.

Tennis goods: balls, frames, rackets; table tennis sets; athletic and inflated balls; badminton equipment; basketball sets; footballs; golf sets; bowling alleys and accessories, automatic bowling pin machines and bowling pins; direct purchase and agency. H. Rottier–Articles de Sports (manufacturer, wholesaler, importer), 64, Boulevard de Strasbourg, Paris 10e. WTD 3/5/65.

Fishing tackle: hooks, rods, reels, artificial lures; gun cases (sporting equipment for hunting); cartridge belts, sporting type, of all materials; direct purchase and purchase. Robert Dalex (retailer), 55, rue de Chateaudun, Paris 9e. WTD 3/2/65.

GERMANY—Sports equipment, all kinds; requests replies in German. Sporthaus Metropol Saarlouis (retailer), Saarlouis, Franzoesische Strasse 9, W. WTD 5/13/65.

ITALY—Sporting goods, all types. Direct purchase and agency. Valle Sport (importer, wholesaler, retailer, exporter, manufacturer), Via T. Grossi 9, Padova. WTD 5/20/65.

ZAMBIA—Fishing tackle and sporting goods. Standay Arms Co. Ltd. (importer), P.O. Box 1840, Lusaka. WTD 4/22/65.

395 Pens, pencils, office and artists' materials

★★ **THAILAND—Trade Mission**

Ball point pens. The S. Lerson Co., Ltd. (importer), 2058/3 Soi Phugakaphorn Trok Chan Sapan 4, Bangkok. WTD 9/23/64. TM 57.

396 Costume jewelry, novelties, notions

FRANCE—Button making machines; costume jewelry; costume novelties and ornaments made of all materials, except precious metal and stones; direct purchase and agency. Société Prestomarks (manufacturer, wholesaler, retailer), 42, rue Monge, Paris 5e. WTD 3/8/65.

SAUDI ARABIA—Buttons for use in newly-developing local garment-making industry. Dammam Industries Corp. (importer, manufacturer), P.O. Box 79, Dammam. WTD 2/24/65.

"Talon" zippers for use in newly developing local garment-making industry. Dammam Industries Corp. (importer, manufacturer), P.O. Box 79, Dammam. WTD 2/24/65.

SOUTH AFRICA—Cuff links, tie pins, cigarette cases and lighters, other items in fancy goods range. Direct purchase and agency. C. F. Glew & Co. (Pty.) Ltd. (importer, wholesaler), P.O. Box 1289, Durban, Natal. WTD 5/18/65.

398 Manufactured products

● **GREECE**—Linoleum, estimated value $85,000; 11,960 sq. yards brown (coffee color), 47,840 sq. yds. grey-blue. Tender No. 6405, deadline June 30. Hellenic Telecommunications Organization, Ltd. (OTE), Supply Department, 20 Patission St., Athens.★ (Telephone: 202-967-3601).

399 Manufacturing industries

BELGIUM—Electric hair clippers; hair dryers, barber poles, hair thinning devices, atomizers. Comptoir Elbe (importer, exporter, wholesaler), 37 Rotterdamstraat, Antwerp. WTD 6/16/64.

FRANCE—Packed household brushes, brooms, mops. Direct purchase and agency. Sopremac (manufacturer), 62 rue Ney, Lyon (6), Rhone. WTD 5/19/65.

Wigs, best quality, of a novelty character, for women's hairdressing. Direct purchase and agency. Société A.C.T. (Fashion Tress Corp.) (importer, wholesaler), 32 rue George-Sand, Paris 16e. WTD 3/4/65.

Articles, novelties, and supplies of all kinds for sale to florists' retail shops, such as: ribbon; foil; baskets; emblems; floratape; parchment paper; prepared foliage; fancy ceramic vases; tags and labels; snips and floral tools. Direct purchase and agency. Focofleur, (wholesaler), 36 Chemin de la Butte, Toulouse, Haute-Garonne. WTD 5/17/65.

GERMANY—Smoking accessory articles all kinds, for sale in tobacconist shops. Manufacturer's prices. Direct purchase or sales agency. Dr. Richard Schwarzenberger (manufacturer, importer, exporter, sales agent), 6050 Offenbach/Main, Schreberstrasse 12. WTD 5/13/65.

SOUTH AFRICA—Gift items, novelties, all types of products in fancy goods range. Direct purchase and agency. C. F. Glew & Co. (Pty.) Ltd., P.O. Box 1289, Durban, Natal. WTD 5/18/65.

440 Water transportation

GREECE—Grain cargo sea transportation. Exporter, sales agent wishes to represent U.S. company operating vessels for transportation of grain cargoes from U.S. ports to Greece.

Grains are imported by the Government from the U.S. under PL 480, through competitive bidding (both for the commodity involved and sea transportation) in which sales agents of foreign firms participate. This firm wants to represent on a commission basis, a U.S. company to participate in such competitive bidding for transportation. Thucydides & M. Pap-

ayanni (exporter, sales agent), 1 Nikita St., Piraeus. WTD 3/3/65.

503 Wholesale trade

MALAYSIA—Army, Air Force, and Navy surplus goods of every description (no specific kind or make). Shroffs (M), Ltd. (importer, retailer, indent agent, wholesaler), 188 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 3/1/65.

508 Machinery, equipment, supplies

BELGIUM—Hospital equipment, all kind, direct purchase and exclusive agency. Gaston Stuyck (importer, wholesaler, sales agent), 27 Eglantierlaan, Antwerp. WTD 5/12/65.

509 Wholesale products

BELGIUM—Safflower and sunflower seeds. Ch. Van Bergen & Co. (importer, exporter, wholesaler, processor), 21-23 Kronenburgstraat, Antwerp. WTD 5/20/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Vegetable (acreage) seeds; field seeds of grasses, clover, lawn grass types, such as alsike clover, rye grass, alfalfa, bent grass, bluegrass, white clover, merion bluegrass, red clover, red fescue, redtop, timothy, chewing fescue; hybrid corn. Quotations c.i.f. Antwerp. Lemaitre & Tanghe, 3 Heilige Geeststraat, Kortrijk. WTD 5/20/65.

539 General merchandise

FRENCH SOMALILAND—Secondhand surplus army clothes. Saif Ali Ahmed (general merchant), Rue De Paris, Boite Postale No. 245, Djibouti. WTD in preparation.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

149 Nonmetallic minerals

FRANCE—Infusorial and diatomaceous earths and related filter aids for the wine industry. Should be suitable, as alluvial filtering material of good quality, for utilization with filters or filtration systems of continuous-feeding types. Interested in agency and distributorship for France or section thereof. J. Laffort & Cie. (Société) (oenological importers, exporters, wholesalers, dealers), c/o Guy Toulouse, 126 Quai de la Souys, Bordeaux-Bastide, Gironde. WTD 5/18/65.

203 Canning and preserving fruits, vegetables, sea foods

BELGIUM—Desires to represent American fish and fruit canners. Interested particularly in a good brand of salmon. Emile Lekens & Fils (commission merchant), 281 Jan van Rijswijklaan, Antwerp. WTD 5/20/65.

221 Broad woven fabric

ITALY—Printed cotton chenille bath towels. Adriano Castelnuovo, Marco Castelnuovo & Figlio (sales indent agent), 16 Via dei Delfini, Rome. WTD in preparation.

234 Women's, misses' undergarments

AUSTRALIA—Lingerie, house coats, other under garments for women. Mark Freeman Agencies (importer, exporter, wholesaler), 168 Sussex St., Sydney, N.S.W. WTD 5/6/65.

261 Pulp

SOUTH AFRICA—Chemical wood pulp for paper manufacture, bleached and unbleached, sulphite and sulphate. Adams Paper Co. (indent agent, paper merchant), P.O. Box 46, Woodstock, Cape Province. WTD 11/22/63.

283 Drugs

NETHERLANDS—Ingredients for pharmaceutical products. Firma A.S. Bron (importer, wholesaler, agent), 147 Statensingel, or P.O. Box 1273, Rotterdam. WTD 5/13/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

AUSTRALIA—Hair dyes, tints, color rinses; hair tonics, hair straighteners, for resale by drug stores; bubble baths, bath salts, bath oils; cosmetic cleansing creams, lip preparations, foundations; shaving creams and soaps. Parma Agencies (pharmaceutical wholesaler), 661 Oxley Rd., Corinda, Brisbane, Queensland. WTD 5/12/65.

NETHERLANDS—Ingredients for cosmetics. Firma A.S. Bron (importer, wholesaler, agent), 147 Statensingel, or P.O. Box 1273, Rotterdam. WTD 5/13/65.

287 Agricultural chemicals

SPAIN—Agricultural insecticides and fungicides for aerial spraying purposes. Interested in exclusive agency. Sociedad de Productos Químicos Mecanizados, S.A. (Soproquime), (agent, wholesaler), Edificio España, Avenida de José Antonio 88, Madrid (13). WTD 5/17/65.

289 Chemical products

PORTUGAL—Chemicals relating to wood impregnating and preserving, optical bleaching, and softening agents for the textile, paper and detergent industries. Anglo-Portuguesa de Produtos Químicos, Lda. (importer, sales agent), Rua do Telhal, 12-4°. Esq., Lisbon. WTD 5/12/65.

314 Footwear

FRANCE—Cotton-made tennis and basketball shoes; apres-ski boots. Aubert & Fils (agent), 13, rue Guy Patin, Paris 10e. WTD 3/18/65.

322 Toiletry containers

AUSTRALIA—Glass containers for cotton balls, bath salts, bath oils and other toiletries; cosmetic containers, glass, china; especially interested in novelty shapes and designs. Parma Agencies (pharmaceutical wholesaler), 661 Oxley Rd., Corinda, Brisbane, Queensland. WTD 5/12/65.

331 Steel mill products

GREECE—Stainless steel sheets, polished, for the cutlery industry. Leon D. Saltiel (commission agent), 36 Frangon St., Thessaloniki. WTD 5/10/65.

342 Cutlery, hand tools, general hardware

NEW ZEALAND—Key in the knob locks and latch sets, and related builders hardware. Mair and Co. (Importers), Ltd., 89 Abel Smith St., Wellington. P. H. Rose, Director. WTD 4/30/65.

SOUTH AFRICA—Tools for automotive body and fender repair; exclusive representation. Autoline Products (Pty), Ltd. (sales agent), P.O. Box 22, Fairlands, Johannesburg. WTD 5/18/65.

346 Metal stampings

GREECE—Stainless steel kitchen utensils. Leon D. Saltiel (commission agent), 36 Frangon St., Thessaloniki. WTD 5/10/65.

349 Fabricated metal products

FRANCE—Aluminum ski poles. Aubert & Fils (agent), 13, rue Guy Patin, Paris 10e. WTD 3/18/65.

351 Engines, turbines

CANADA—Outboard motor parts, marine accessories, boat trailers. Outboard & Marine Supplies (Ottawa) Ltd. (wholesaler), 236 City Centre, Ottawa, Ontario. Harold Hopkinson, Secretary-Treasurer. WTD 4/28/65.

ISRAEL—Small diesel and petrol engines. Require exclusive agency. Shoev Producing & Distributing Co., Ltd. (producer, distributor, agent), 161 Nachlat Benyamin Str., Tel Aviv. WTD 2/10/65.

NEW ZEALAND—Outboard marine engines operating on the water jet principle. A. E. Andrews, Machinery Division Manager, L. J. Fisher & Co., Ltd. (manufacturer, importer), 25 Great South Rd., Otahuhu, Auckland. WTD 9/30/63.

352 Farm machinery

FRANCE — Poultry breeding equipment. S.E.L.E.C.T.O.-R. Mazarguil & Cie (manufacturer, wholesaler), 123, rue Saint Denis, Dreux (E & L). WTD 3/22/65.

SWEDEN—Lawn sweepers. Desires agency for Scandinavia. Naveqvarns Maskiner AB (importer, exporter, manufacturer, sales agent), N. Neptunigatan 21, Malmo. WTD 7/29/64.

354 Metalworking machinery

GERMANY—Machine tools, various kinds. Ing.-Buero Heinz Kraft (manufacturers' agent), 7 Stuttgart 1, Kornbergstrasse 18. WTD 5/12/65.

NEW ZEALAND—Complete range of mechanics' hand tools, good quality, for automotive and general engineering trades. Special tools for manufacturers and others for purposes not covered by the usual standard tool range. P. W. Herbert, Managing Director, Herbert Machine Tools, Ltd. (importer), 46-48 Wake-

field St., Auckland, C.1. WTD in preparation.

Electric powered hand tools, home hobby and industrial type such as drills, portable saws, portable sanding machines and accessories. R. H. Rose, Director. Mair and Co. (Importers), Ltd., 89 Abel Smith St., Wellington. WTD 4/30/65.

SOUTH AFRICA—Automotive clutch rebuilding equipment; exclusive representation. Autoline Products (Pty), (sales agent), P.O. Box 22, Fairlands, Johannesburg. WTD 5/18/65.

355 Special industry machinery

AUSTRALIA—Machinery for use in manufacturing and processing dry chemicals. Henry Simon (Australia), Ltd. (importer, manufacturer), Francis St., Glebe, N.S.W. WTD 11/16/64.

Equipment and materials for the meat packing and sausage manufacturing industries. Oppenheimer Casing Co. of Australia Pty., Ltd. (manufacturer, importer, exporter), Box 425, G.P.O. Sydney, N.S.W. Subsidiary of U.S. firm.

SOUTH AFRICA—Tire recapping machinery; exclusive representation. Autoline Products (Pty), Ltd. (sales agent), P.O. Box 22, Fairlands, Johannesburg. WTD 5/18/65.

357 Office, computing, accounting machines

FRANCE — Electronic digital computers. A.F.E.–Association Française des Electroniciens (importer, dealer), 47 rue Richer, Paris 9e. WTD 3/4/65.

SOUTH AFRICA—Stapling machines, office type; exclusive representation. Autoline Products (Pty), Ltd. (agent), P.O. Box 22, Fairlands, Johannesburg. WTD 5/18/65.

358 Service industry machines

SOUTH AFRICA—Ice-making machines; exclusive representation. Autoline Products (Pty), Ltd. (agent), P.O. Box 22, Fairlands, Johannesburg. WTD 5/18/65.

361 Electric transmission, distribution equipment

SWEDEN—Electric control and measuring apparatus. AB Attco (sales agent), Gubbangsvagen 26 A, Enskede/Stockholm. WTD 4/22/65.

362 Electrical industrial apparatus

FINLAND—Variable speed electric motors. Request descriptive literature, price lists; direct purchase or agency. Insinööritoimisto Sähkötyö Oy (importers, wholesalers, agents), Hämeenkatu 28, Tampere 3. WTD 10/28/64.

FRANCE — Electronic industrial controls. A.F.E.–Association Française des Electroniciens (importer, dealer), 47 rue Richer, Paris 9e. WTD 3/4/65.

363 Household appliances

SOUTH AFRICA—Dishwashing machines; garbage disposal units; both for 250 volt, 50 cycle operation. Modhomes Wholesale (Pty), Ltd. (importer, wholesaler, distributor), P.O. Box 599, Pretoria. WTD in preparation.

Household electrical appliances, good quality, brand names, for 220 v. AC, 50 cycles; interested only in exclusive franchise. Lipshatz Furnishers (importing distributor), 82 Long St., Cape Town. WTD 10/12/64.

365 Radio, television sets

FRANCE—Magnetoscope (video tape recorder). Télé-Inter (film producer), 11 rue Bernoulli, Paris 8e. WTD 3/3/65.

366 Communication equipment

SWEDEN—Telephone exchange and office communication equipment. AB Attco (sales agent), Gubbangsvagen 26 A, Enskede/Stockholm. WTD 4/22/65.

367 Electronic components

FRANCE—Specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors, electronic transformers and capacitors; other electronic components. Société Anonyme Grinex (importer, wholesaler), 43 rue de Maubeuge, Paris 9e. WTD 3/1/65.

Electronic devices for chemical analysis. A.F.E.–Association Française des Electroniciens (importer, dealer), 47 rue Richer, Paris 9e. WTD 3/4/65.

GERMANY—All types of small condensers and resistors for radios, TV receivers and industrial equipment. FT Electric, Schalt-, Steuer- u. Regeltechnik (manufacturer, sales agent), 7 Stuttgart-Vaihingen, Jurastrasse 32. WTD 5/19/65.

SWEDEN — Electronic parts, components, equipment for industrial and aircraft companies. AB Attco (sales agent), Gubbangsvagen 26 A, Enskede/Stockholm. WTD 4/22/65.

371 Motor vehicles, motor vehicle equipment

SOUTH AFRICA—Automotive replacement parts; exclusive representation. Autoline Products (Pty), Ltd. (agent), P.O. Box 22, Fairlands, Johannesburg. WTD 5/18/65.

382 Instruments for measuring, controlling, indicating physical characteristics

SOUTH AFRICA—Dynamometers; exclusive representation. Autoline Products (Pty), Ltd. (agent), P.O. Box 22, Fairlands, Johannesburg. WTD 5/18/65.

384 Surgical, medical, dental instruments, supplies

NEW ZEALAND—Disposable hypodermic needles and syringes for dental and hospital use. J. Shalfoon, Managing Director, Shalfoon Bros., Ltd. (importer), P.O. Box 1673, Auckland. WTD 4/21/64.

386 Photographic equipment

FINLAND—Photo setting machines for use in graphics and new products in graphic equipment line. Request descriptive literature, price lists; direct purchase or agency. Insinööritoimisto Sähkötyö Oy (importers, wholesalers, agents), Hämeenkatu 28, Tampere 3. WTD 10/28/64.

394 Toys, amusements, sporting goods

FRANCE—Skis; balls for tennis, bowling, golf, volleyballs, basketballs. Aubert & Fils (agent), 13, rue Guy Patin, Paris, 10e. WTD 3/18/65.

396 Costume jewelry, novelties, notions

AUSTRALIA—Hair curlers for home use—for resale in drug stores. Parma Agencies (pharmaceutical wholesaler), 661 Oxley Rd., Corinda, Brisbane, Queensland. WTD 5/12/65.

399 Manufacturing industrial products

AUSTRALIA—Hair switches and wiglets. Parma Agencies (pharmaceutical wholesaler), 661 Oxley Rd., Corinda, Brisbane, Queensland. WTD 5/12/65.

Leads for Importers

205 Farm products, raw materials

ZAMBIA—Wishes to sell exotic skins in the United States. Northern Distributors, Ltd. (exporter), P.O. Box 51, Livingstone. WTD 5/12/65.

209 Food preparations

NEPAL—Vegetable oil mill products—oilcake, mustard, 38-58 metric tons per month. Willing to supply samples on request. Sakya Dhakhwa Commercial Corp. (importer, exporter), Akibahal, Lalitpur, Kathmandu. WTD in preparation.

213 Tobacco

CYPRUS—Co-operative, seeks to sell, preferably, to cigar and cigarette manufacturers, Cyprus yellow leaf and/or fumigated tobaccos. George Demetriou, Secretary, Tobacco Growers Co-operative, Yialousa. WTD 5/17/65.

221 Broad woven fabric

AUSTRIA—Elastic backing, 86% cotton, 14% spandex (or similar), width 43" (55"), for quilted skiwear. Edward Bower, Wien, K.G. (manufacturer), Zrinyigasse 48, Vienna XX. WTD 5/18/65.

230 Apparel

FINLAND—Men's shirts, pajamas, underwear, lounging jackets; full details, terms, available upon request; offered for direct sale but agency-distributor arrangements will also be considered. Oy Asuste-Atlas (manufacturers, exporters), Aleksanterinkatu 17, Lahti. WTD 5/7/65.

233 Women's, misses', juniors' outerwear

SWEDEN—Women's dresses; 10,000 a year; also exclusive right. Derbex Konfektion (manufacturer), Reutersgatan 2A, Goteborg. WTD 3/24/65.

239 Fabricated textile products

KENYA—Leopard skin coats, other game animal skins and products—handbags, belts, hats for exclusive retail shops, direct buying. Sample range can be arranged. Photographs and price lists on request. Madame Louise (1963), Ltd. (importer), P.O. Box 2343, Nairobi. WTD 4/26/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

FINLAND—Prefabricated cottages, sauna bath houses, related structures of wood seek distributors to introduce these products in U.S.; willing to consider agency or other arrangements; literature, full details available upon request. Puutalo Mannerheimintie 9 B, Helsinki. WTD 10/26/64.

Hardboard, softboard (insulation board), plywood, blockboard, chipboard, (particle board), also plastic laminates, enamelled hardboard, acoustic tiles; descriptive literature, prices available upon request. Kaukomarkkinat Oy (wholesalers, importers, exporters), Building Board Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

249 Wood products

FINLAND—Planing benches, manufacturer offers several different types made of birch and laminated pine; descriptive literature, full details available upon request. Suomen Osuuskauppojen Keskuskunta (co-operative wholesale society), P.O. Box 460, Vilhonkatu 7, Helsinki. WTD 4/23/65.

284 Soap, cleaning preparations, detergent, cosmetic, perfumes

SWEDEN—Face lotion, deodorant, mouthwater, hand lotion, hair shampoo against dandruff. Ab Oxygenol (manufacturer), Lindhagensgatan 122, Stockholm 30. WTD 4/30/65.

ZAMBIA—Beeswax. Northern Distributors, Ltd., P.O. Box 51, Livingstone. WTD 5/12/65.

289 Chemical products

FRANCE—Oenological products for wine industry and supplies for wineries: wine clarifiers "Vynoclaryl", albumin, blood, charcoal); wine stabilizers ("Polytartryl", a metartaric acid solution); clearing agents and wine-preservative substances ("Decoloryl", activated powdered charcoal); filtering material and other ingredients of good quality for prompt and effective treatment of wines. Wholesale exportation direct or through well-established sales agents. Descriptive leaflets available from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. J. Laffort & Cie. (Societe) (manufacturers, importers, exporters, wholesalers), C/o Guy Toulouse, 126 Quai de la Souys, Bordeaux-Bastide, Gironde. WTD 5/18/65.

322 Glass, glassware

SWEDEN—A new special type of glass mosaic. Ingenjor Tage Mannerhall AB (importer, commission merchant, sales agent), Mornersgatan 10, Linkoping. WTD 7/27/64.

326 Pottery, related products

FRANCE—Porcelain gift wares and decorated ceramics, such as art chinaware miniatures, hand-decorated vases, related lines. Direct sales to importers preferred. Requests replies in French. Descriptive leaflet and listing (designations in French) available from the Trade Opportunities Staff, BDSA 6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Anciens Etablissements J. Teissonnière & Cie. (manufacturer, wholesaler, exporter), Rue des Trois-Maisons, Limoges, Haute-Vienne. WTD 5/19/65.

327 Concrete, gypsum, plaster products

FINLAND—Building materials, wide range products available. Write for full details, descriptive literature, terms. Exclusive distributor arrangements will be considered. Metek Corp. (manufacturers' cooperative), Ruoholahdenkatu 4, P.O. Box 156, Helsinki. WTD 2/8/65.

329 Abrasive, asbestos, nonmetallic mineral products

FINLAND—Whetstones; descriptive literature, prices available upon request. Kaukomarkkinat Oy (wholesalers, importers, exporters), Building Board Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

343 Heating apparatus, plumbing fixtures

FINLAND—Sanitary fixture and pipe fittings. Write for full details, descriptive literature, terms. Exclusive distributor arrangements will be considered. Metex Corp. (manufacturers' cooperative), Ruoholahdenkatu 4, P.O. Box 156, Helsinki. WTD 2/8/65.

349 Fabricated metal products

SOUTH AFRICA—Hand-made decorative household wall plaques made of flat two-gauge copper mounted on beaten and molded copper background. 35 primitive, contemporary, still-life and abstract designs. Seeks purchasing agent and distributor to market, initially, 200-300 plaques per month. Samples available on request. Replies to: L. E. Terblanche, c/o Gracious Living, P.O. Box 1681, Port Elizabeth. L. E. Terblanche, c/o Gracious Living (household furnishing, gift shop), P.O. Box 1681, Port Elizabeth. WTD 2/17/65.

351 Engines, turbines

SPAIN—Four-stroke, air and/or water refrigerated, 3-20 HP diesel engines. Comercial Diter, S.A. (wholesaler, exporter), Edificio Torre de Madrid, Princesa 1, Madrid 13. WTD 5/17/65.

353 Construction equipment

FINLAND—Hoists, conveyors, related equipment. Write for full details, descriptive literature, terms. Exclusive distributor arrangements will be considered. Metex Corp. (manufacturers' cooperative), Ruoholahdenkatu 4, P.O. Box 156 Helsinki. WTD 2/8/65.

354 Metalworking machinery, equipment

GERMANY—Non-cutting and cutting processing machines; oil hydraulic presses; cotton bale presses; chain producing equipment and chain link bending machines; welding electrode-coating machines; test presses for tubes and hollow bodies; direct sale. Price quotations ex factory. Prospectus material will be supplied on demand. Rheinmetall GmbH. (manufacturer, exporter), P.O. Box 6609 or 125 Ulmenstrasse, 4 Duesseldorf 1. WTD 5/14/65.

SWEDEN—Machine tools such as hydraulic surface grinders, universal hydraulic plain grinding machines, bench grinders. Nyberg & Esterberg AB (importer, exporter, manufacturer, sales agent), Akersberga. WTD 10/30/64.

357 Office, computing, accounting machines

SWEDEN—Seeks representation of its "Turn-O-Matic" number system which helps shop-owners with queuing problems and speeds up service. For East Coast and Great Lakes areas only. AB Scandus (importer, exporter, wholesaler, manufacturer), Grimstagatan 217, Stockholm/Vallingby. WTD 5/14/65.

358 Service industry machines

FRANCE—"Coin-op" laundry machinery. S.E.L.L.S.A.—Sté pour l'Equipement de Laveries Libre Service Automatiques, 12, rue Lapeyrère, Paris, 18e. WTD 3/22/65.

361 Electric transmission, distribution equipment

FRANCE—Electric swtiches and inverters (for radio, industry, and other uses) including standard and 'de luxe' waterproof articles of various types for industrial and special applications. From 2 to 10 amperes, ac. or d.c. (110/115 and 220/250 volts); unipolar to tetrapolar; single, or double-throw; roller-contact; knife-contact; or solid silver contact. Molded bakelite housing; threaded bushing, standard, long, or to specifications. Wholesale exportation, direct or through agents; illustrated leaflets available on request from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Anciens Etablissements Jean Rogero (A.P.R.) (manufacturer), rue Cariben, Montpezat-de-Quercy, Tarn-et-Garonne. WTD 5/10/65.

362 Electrical industrial apparatus

FINLAND—Welding machinery and related equipment. Write for full details, descriptive literature, terms. Exclusive distributor arrangements will be considered. Metex Corp. (manufacturers' cooperative), Ruoholahdenkatu 4, P.O. Box 156, Helsinki. WTD 2/8/65.

364 Electric lighting, wiring equipment

GERMANY—Crystal chandeliers; direct sale. Quotations fob Hamburg or Bremen. Ernst Palme, Kristallkronleuchterfabrik (manufacturer, exporter), 3536 Westheim/Westf. WTD 5/12/65.

371 Motor vehicles, equipment

BRAZIL—Brake linings and clutch facings; requests replies in Portuguese. Francisco Stedile S/A-Manufacturas para Freios (manufacturer), Rua Sarmento Leite, 488, Caxias do Sul, RGS. WTD in preparation.

373 Shipbuilding, repairing

FRANCE—Sailboats, for sport and pleasure, ranging in sizes from 3.70 to 4.70 meters (from 12 to 16 feet in length, approximately), fiberglass reinforced polyester hulls; crafts may be equipped with outboard motors. Also pleasure catamarans of various types. Direct sales preferred. Descriptive leaflets and price lists and photographs of sailboats, is available on loan basis from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Wash., D.C. 20230. Société Anonyme M. N. C. ("La Prairie") (manufacturer), 33 Avenue de Montbron, L'Isle-d'Espagnac, Charente. WTD 10/22/63.

382 Instruments for measuring, controlling, indicating physical characteristics

GERMANY—Flow meters for gases and liquids; direct sale and/or agency. Price quotations fob Hamburg, Bremen or Rotterdam. Ludwig Krohne (manufacturer, exporter), 56 Blumenthalstrasse, 41 Duisburg. WTD 5/7/65.

391 Jewelry, silverware, plated ware

FINLAND—Imitation jewelry of Finnish design, suitable for men and women; full details, price lists, available upon request. Ibero Oy (manufacturers, exporters, importers), P.O. Box 493, Helsinki. WTD 6/3/64.

394 Toys, sporting goods

FRANCE—Dolls: regional, historical. Etablissements A. Philippe (manufacturer, wholesaler, exporter), 20, Boulevard Thiers, Saint-Brieuc, (C.du N.) WTD 3/2/65.

398 Miscellaneous manufacturing industries

KOREA—Eyelashes. Direct sales or through U.S. distributor. Reliance Enterprise Co. (manufacturer, exporter), I.P.O. Box 1988, Seoul. WTD 3/10/65.

MEXICO—Mexican arts and handicrafts—exporter (leather goods, textiles, wood carvings, palm goods, tinware, onyx and obsidian products, ceramics, glassware, copper jewelry, papier maché.) Ernesto Fink—Contex (exporter), Michoacan No. 126, Mexico 11, D.F. WTD 5/11/64.

SWEDEN—Company seeks agent for its candles. Ab Oxygenol (manufacturer), Lindhagensgatan 122, Stockholm 30. WTD 4/30/65.

Purchase of hand tools scheduled by Burma

The Division Manager, Motor Vehicle and Other Transport Equipment Division, People's Store Corp., Rangoon, has issued tender No. TS-102/V-8/1A(64-65), bid deadline June 15, for various hand tools in large quantities.

Included are wrenches, screw drivers, spanners, pliers, hammers, hydraulic jacks, vulcanizing machine, heavy-duty battery chargers, and bastard files.

Specifications are available on short-term loan to firms located in the United States from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230 (telephone: 202-WO 7-5589).

United Nations seeks bids for wire, posts, sandbags

The United Nations Purchase and Transportation Division (Room 2152), New York, N.Y., has invited bids for 365 rolls of concertina wire; 1,000 rolls of barbed wire; and 8,000 steel fence posts 1¾" x 1¾" x .134" x 6'-0".

Also, 25,000 sandbags, 14" x 30", 10 oz. Hessian and 420 rolls 2" and 3" white cotton tracing tape. Bid deadline for Invitation No. 5-24408 is June 16.

A copy of the invitation is available from D. Hussey at the above UN address. Telephone: 212-PL4-1234, Ext. 3637.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated May unless noted otherwise.

Aircraft and Aeronautical Equipment Importers and Dealers—Chile.
Aircraft and Aeronautical Equipment Importers and Dealers—Guatemala.
Aircraft and Aeronautical Equipment Importers and Dealers—Philippines.
American Firms, Subsidiaries and Affiliates—Malaysia.
Boat and Ship Builders, Repairers and Chandlers—Malaysia.
Books, Magazines and Periodicals Importers and Dealers—Peru.
Boots and Shoes Importers and Dealers—Trinidad and Tobago.
Canneries and Frozen Foods Producers and Exporters—Chile.
Canneries and Frozen Foods Producers and Exporters—Turkey.
Curios, Novelties and Handicrafts Manufacturers and Exporters—Malaysia.
Feedstuffs Importers, Dealers and Manufacturers—Costa Rica.
Fertilizers Importers, Dealers, Manufacturers and Exporters—Greece.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products Importers and Dealers—Italy.
Hides, Skins and Furs Importers, Dealers and Exporters—Greece.
Household Appliances Importers and Dealers—Belgium.
Leather and Shoe Findings Importers and Dealers—Malaysia.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Mexico, April.
Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Nicaragua.
Metallurgical and Metal Working Plants—Tunisia.
Plastic Materials Importers, Dealers and Manufacturers—Malaysia.

Significant Awards

ARGENTINA—In conjunction with international tender issued in February for drilling and completion of 210 wells, with option for 105 more, YPF has awarded 90 wells to Argentine firm, Perez Compañía. Of this number, 30 wells are to be drilled in the Comodoro Rivadavia area and 60 in Mendoza. Date for signing of contract is unannounced.

Presidents of Argentine and the Bolivian state oil enterprises, YPF and YPFB respectively, signed an agreement to form mixed company with ownership divided equally between two partners to establish petrochemical complex at San Lorenzo, Argentina. Future company to be founded upon completion of feasibility study conducted by mixed commission still to be created. Bolivia will pay for value of its shares with contribution of Bolivian natural gas; conditions and period of delivery are to be determined by statutes of future company.

ECUADOR—Representatives of American Hospital Supply Export Corp. (AHSECO) met with officers of Ecuador's Social Security Institute (Instituto Nacional de Prevision) and signed contract for $4,996,966.96 to equip four new Social Security hospitals. This contract, which is dependent on granting of Export-Import Bank credit, calls for equipping of new hospitals in Quito, Guayaquil, Riobamba, and Cuenca with the most modern medical supplies and equipment from the more than 250 American manufacturers represented by AHSECO in the bidding.

GHANA—Minister of Food and Agriculture Krobo Edusei signed contract with Doxiadis Associates, Greek firm of consultants, for preparation of designs and other documents relating to proposed Tono Irrigation Project, in Upper Region. Under contract, work carried out by consultants will include designs of earth fill dam across Tono River, irrigation network pumping stations, and drainage systems. Cost of design work to be performed under contract with Doxiadis was not disclosed. Estimated cost of whole project, which is expected to cover 8,100 acres of land, is £G 1.6 million (1£G=$U.S. 2.80).

GUATEMALA—Government's Matias de Galvez Port Authority signed $5.7-million contract with U.S. engineering firm and Guatemalan construction company for port's expansion and improvement. This project is being largely financed by Export-Import Bank.

Government has decided to use its own Directorate General of Public Works for construction of air terminal at Guatemala City's La Aurora airport since no private contractors tendered acceptable bids. Construction now underway.

SWEDEN—Lummus Co. of the Netherlands, subsidiary of Lummus Co. of New York has been awarded contract for expansion of Sweden's largest oil refinery, Koppartrans Oljeaktiebolaget, located near Goteborg's harbor entrance and controlled by AB Svenska Shell. Einer Nicolaisen Moller, managing director of Koppartrans, informed Consul General in Goteborg that planned expansion would approximately double refinery's present capacity of 4 million tons annually. Construction costs will be about 150 million SKr., and date set for completion is September 1966.

URUGUAY—($1.00=24 pesos). Ministries of Finance & Defense have been authorized to initiate negotiations for obtaining loans to implement plan for improving Uruguay's airports. Cost of plan approximately 384 million pesos.

Montevideo's airport (Carrasco Airport) would receive most attention at a cost of 154 million pesos (including 80 million on runway work and 57 million on new equipment). Duranjo airport, which would become alternative to Carrasco for international flights under present plan, would absorb 131 million pesos of the plan. Airfields at Artigas, Paysandu, Melo and Laguna de Sauce would each absorb 20 million pesos. U.S. firms interested in con-

tacting Uruguayan government for further details on this plan may write to Brigadier Danilo E. Sena, Presidente de la Comisión Nacional de Aeropuertos, Ministerio de Defensa Nacional, 25 de Mayo 279, Montevideo, Uruguay.

Copy of plan, in Spanish, is available for inspection by U.S. firms at office of Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230.

Road-building consortium De Los Compos, Puente, y Tournier which recently won bid for construction of some 250 kilometers of national highways (stretches of Routes 5 and 26 involving World Bank and IDB financing) has now indicated it cannot undertake project due to rising costs. Firm may have to forfeit six million pesos for defaulting, and Ministry of Public Works has indicated it will issue second call for bids shortly.

Future Construction

IRAQ—The Directorate General of Irrigation has announced soon it will invite selected firms to submit offers for supply of steel gates and other steel materials for Diyala River Weir. Estimated value of this contract is ID 250,000 (ID 1=$2.80). U.S. firms that wish to receive invitations to bid on this project should as soon as possible make their interest and qualifications known to the consultants, Sir M. MacDonald and Partners, P.O. Box 147, Baghdad. Copies of all correspondence should be addressed to the Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad.

MAURITANIA—Government of Mauritania, Mali, Senegal and Guinea hope to develop Senegal River jointly. Key element of Senegal river development program would be construction of dam at point between Kayes and Bafoulabe in Mali, which would regulate river's flow. Mauritanians envision network of smaller dams and irrigation canals on their territory which would turn southern Mauritania into another Nile delta and permit cultivation of cotton and other cash crops. Senegal river development board was created in January 1965, and UN Special Fund has agreed to undertake study of river development project.

PARAGUAY—Joint Paraguayan-Argentine (Salta) commission has been established to study problem of linking Trans-Chaco Road with road net of Province of Salta. Formed as result of Minister of Public Works' conference with Governor of Salta, commission is to meet in Asunción in June. Route under study would branch off from the Trans-Chaco Road at Mcal. Estigarribia, pass through Hernandarias and extend to border. Road's total length on Paraguayan side would be 150 kms., while its projected length from Salta is 123 kms.

PERU—The Government has announced tender for construction of 46 health centers through the country. While the deadline for pre-qualification was May 15, U.S. firms may wish to contact government to supply medical, dental or hospital equipment and subsidiary services. Write: Fondo Nacional de Desarrollo Economics, Avda. Uruguay 514, 3 er Piso, Lima.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ECUADOR—Diogenes Fernandez G., P.O. Box 402, Guayaquil, **interested in obtaining hospital equipment agencies** and requesting technical information on the equipment. May 31 via New York City for 15 days. c/o Hotel New Yorker, 34th St. at 8th Ave., New York, N.Y. Itinerary: New York, Philadelphia, Boston, Milwaukee, Chicago. WTD 9/24/64.

SOUTH AFRICA—T. L. Nemeth, Triton Plastics (Pty.), Ltd., (Caputti & Associates), 801 Mobil House, Rissik St. or P.O. Box 2075, Johannesburg, **interested in injection molding machines** (above 1 kilogram per shot), **extrusion machinery for plastic coating wire, polypropylene, polyethylene, ABS, plastic molds for consumer goods, split-pin packing machines** and requesting technical information. June 10 via New York City for 6 weeks; c/o Department of Commerce New York Field Office. Itinerary: Philadelphia, Denver, Midland, Mich. WTD 5/11/65.

SWITZERLAND—Hermann Gericks, Gericke & Co., Stationsstrasse 67, Regensdorf-Zurich, **interested in manufacturing of equipment for handling of bulk material** for import and distribution in Europe or license agreement. End of June via New York City for 1 month; c/o Hotel Manhattan, New York, N.Y. Itinerary: New York, Cleveland, Chicago, Aurora, Ill., Jeffersonville, Ind. WTD 1/18/65.

TAIWAN—Han-chin Loh, representing Chung Hsin Electric & Machinery Corp., 67 Chungking Rd., South Section 1, Taipei, **interested in manufacture of compressors for refrigeration uses** and requesting technical information on shop layout, necessary equipment and technical know-how for this manufacture. July 4 via New York City for 1 month; c/o James Kung, Bank of China, 40 Wall St., New York, N.Y. Itinerary: New York, Washington, Detroit, Benton Harbor, Milwaukee, Louisville, Evansville, Decatur, St. Louis, Phoenix Los Angeles San Francisco and Seattle. WTD 9/14/64.

Saudi Arabia re-invites bids on highway construction

Saudi Arabia's Ministry of Communications is re-inviting bids on constructing about 76 miles of road on Jordan's border from Tabouk to Al-Mudawwarah. (See INTERNATIONAL COMMERCE, Jan. 25, p. 24).

The same terms prevail as in the first contract. Tender documents are available until June 28 on this invitation, and the bid deadline is July 18.

Georgia Trade Mission in Latin America

A Georgia Trade Mission last week completed an intensive two-day briefing session in the Bureau of International Commerce in Washington, before leaving on a trip to four Latin American commercial and industrial areas.

The mission will return June 22.

Organized by the International Service of the Georgia State Department of Industry and Trade and approved by the Department of Commerce, the mission will visit Panama City, Lima, Guayaquil and Caracas.

Mrs. Virginia Allgood, Mission Coordinator, says the group will try to develop Latin American customers for such Georgia products as metals, insecticides and fungicides, bottling machinery, and food handling machinery. The group also will promote increased use of Georgia Port Authority facilities, and seek to interest Latin Americans in the State's tourist attractions.

Mission members will take about 30 business proposals from Georgia manufacturers for the direct sale of a wide range of products, for the appointment of agents and distributors, and for joint-venture and licensing arrangements.

Electric power system to be built in Ecuador

The Instituto Ecuatoriano De Electrificación is inviting bids for the supply of materials for the proposed 69 kv. Alao-Riobamba transmission line, the Riobamba substation and the distribution network for the City of Riobamba.

Bids should be submitted to the Instituto Ecuatoriano de Electrificación, Avenida 10 de Agosto 817 (Casilla Postal 2986), Quito, Ecuador, no later than July 9. The project will be financed through Eximbank.

Specifications and terms may be obtained from the Instituto Ecuatoriano de Electrificación for $25 per set for the distribution network and $12 per set for the transmission line.

A copy of specifications is also available to U.S. firms for review only, not for loan, in Room 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230 (telephone: 202-WO 7-4242).

Printing paper requested

The Hellenic Telecommunications Organization, Ltd., Athens, Greece, has issued Tender No. 6388, with a bid deadline of July 2, for 700,000 kilograms of printing paper, sateen on both sides, to be used for printing the agency's telephone directory.

Copies of the tender are available on a short-term loan basis to firms located in the United States from the Forest Products Division, BDSA-6480, Department of Commerce, Washington, D.C. 20230 (telephone 202 WO 7-3003).

New Books and Reports

***Yearbook of International Trade Statistics: 1963. (14th Ed.).* Published by the United Nations Dept. of Economic and Social Affairs, New York. 775pp. $11.50.**

Contains detailed data for individual countries and summary tables showing the contribution of each to the trade of its region and of the world, analyzing the flow of trade between countries and describing the fluctuations of the prices at which goods moved internationally. Summary tables cover world trade by regions and countries, world exports by origin and destination, exports and imports totals and prices, indices of terms of trade by regions, and indices by commodity classes.

This volume gives annual statistics for 139 countries which accounted for about 98% of 1963's reported world trade. All figures are obtained from official sources.

Write: Sales Section, United Nations, New York, N.Y. 10017. Sales No.: 64. XVII.12.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Market Factors in Italy. OBR 65-23. 9pp. Outlines Italy's economic outlook, describes the scope and nature of the market, describes the competitive factors confronting U.S. businessmen in Italy, and analyzes the Italian market.

The Japanese Watch and Clock Industry. OBR 65-25. 4pp. Summarizes the industry's immediate outlook and structure, production, imports, exports, and projects future trends in the industry.

The Turkish Motion Picture Industry. OBR 65-27. 3pp. Studies the outlook for foreign films in Turkey, the nation's advantages as a locale for film shooting, import duties and foreign exchange remittances, taxes on movies, local production, distribution, exhibition, exports and imports.

Foreign Trade Regulations of the Kingdom of Libya. OBR 65-29. 6pp. Reviews Libya's trade policy, import tariff system, sales and other internal taxes, shipping documents, labeling and marking requirements, special customs provisions, nontariff import controls, Libya's export controls, and U.S. controls affecting trade with Libya.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***French Money and Capital Markets and Monetary Management.* By Holger L. Engberg. New York University Graduate School of Business Administration, Bulletin #32-33. 76pp. $2.**

Reviews the postwar French economic and financial environment, and describes the present-day banking system, public and semi-public financial institutions, the structure of French financial markets, the organization and instruments of monetary policy, and evaluates the objectives of French monetary and banking policy.

Write: the C. J. Devine Institute of Finance, NYU Graduate School of Business Administration, 806 Nichols Hall, 100 Trinity Place, New York, N.Y. 10006.

***Readings in International Business.* Ed. by John J. Coyle, et al., International Textbook Co., Scranton, Pa. 359pp. $3.75.**

Compilation of articles from leading trade journals and periodicals on international business, grouped into four subject areas—items of general interest dealing with social, political, and economic implications; those dealing with management policy, personnel and production; marketing articles with emphasis on the consumer aspects and a series of articles dealing with financial and accounting dimensions such as the analysis and evaluation of investment, and selection and utilization of an international financial institution.

Write: International Textbook Co., Scranton, Pa. 18515.

***Self-Service: 1964.* Dr. K. H. Henksmeier. International Self-Service Organization, Burgmauer 53, Cologne/Rhin. 54pp. Free.**

Report on growth of self-service stores in Western Europe. Tabulations show number of self-service stores in 14 countries (1957-64); numeric and percent annual increase (1960-64); inhabitants per store (1958, 1961-64); number of inhabitants and number of stores per country (1963-64) with country area and average square kilometers served by store; stores by type of retail company for 9 countries (1963-64); self-service stores and sales compared with all food stores and total retail sales in 7 countries (1962 or 1963 data); number of supermarkets in 10 western European countries (1961-64), and their 1962 sales.

The book includes a section on Japan, with tables indicating 10 years of self-service growth, the number of stores in the various retail branches, average sales area and employees in self-service stores, and average share of perishable sales by size of self-service store.

Multi-lingual edition, in English, German and French.

Write: Office of Marketing and Services, Business and Defense Services Admin., U.S. Dept. of Commerce, Washington, D.C. 20230.

***Economic Development of Central America.* 1964. Committee for Economic Development. New York. 123 pp. $1.25.**

A statement by a CED subcommittee on the five countries of Central America, published in English and Spanish. Designed to provide a better understanding of the area through economic descriptions and statistics, and discussions of trade and tourism's importance to Central American development.

Write: Committee for Economic Development, 711 Fifth Ave., New York, N.Y. 10022.

***Statistical Bulletin for Latin America.* 1964. Vol. 1, No. 2. United Nations, New York. 221pp. $2.50.**

Statistical tabulations of economic indicators (1956-63), international trade, national accounts, electric energy (1945-63) (installed capacity and energy generation) for 19 Latin American countries. Bi-lingual edition, English/Spanish.

Write: United Nations Sales Section, New York, N.Y. 10017.

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Calendar *for international traders*

June

8—In-Office Workshop for New Exporters. Federal Office Bldg., **Kansas City, Mo.** Sponsors: Kansas City REEC, Field Office, Springfield, Mo., Chamber of Commerce.

8—"Show You" In-Office Workshop on Export Expansion. **St. Louis** Field Office. Sponsors: REEC, World Trade Club.

8—Conference-consultations, Leon Finley and Arthur Noble, members, U.S. Trade Mission to Taiwan/Thailand. **Los Angeles** Field Office.

8—World Trade Center in New England, Inc., seminar on customs and tariffs, 3.15 P.M., International House, **Boston.**

8-10—National Electronic Packaging and Production Conference, Long Beach Arena, **Long Beach, Calif.**

9—Conference, U.S. Trade Mission to Thailand and Taiwan, Fairmont Hotel, **San Francisco.**

10—"First-Step" Export Workshop, **Memphis** Field Office. Sponsors: REEC and Field Office.

11—Export Seminar, Y.M.C.A., **Elgin, Ill.** Sponsor: Elgin Chamber of Commerce.

11—James E. Parks, member of U.S. Trade Mission to Taiwan and Thailand, will confer with businessmen from Pennsylvania, Delaware, New Jersey, in **Philadelphia** Field Office.

11—Arthur C. Lillig, Commercial Attache, Ankara, Turkey, available for consultation, Field Office, **Chicago.**

14—Washington Builders Congress Luncheon, Mayflower Hotel, **Washington, D.C.** Speaker, Roy Gootenberg, Director Trade Missions Division, Bureau of International Commerce, Department of Commerce.

14-16—American Management Association briefing session on "Doing Business in and with India." A.M.A. Headquarters, **New York City.**

14-16—American Marketing Association World Congress on Marketing, New York Hilton, **New York City.**

14-17—International Powder Metallurgy Conference and Technical Exhibition, Statler Hilton Hotel, **New York City.** Sponsor: Metal Powder Industries Federation.

15—Hellenic American Chamber of Commerce luncheon, Metropolitan Club, **New York City.** Speaker: Andrew F. Brimmer, Assistant Secretary for Economic Affairs.

15—Luncheon meeting, International Executives Association, Statler-Hilton Hotel, **New York City.** Speaker: Arthur C. Rutzen, Director, New York Field Office.

15—Conference-consultations, Leon Finley and James Parks, members, U.S. Trade Mission to Taiwan/Thailand, **St. Louis** Field Office. Sponsors: REEC, World Trade Club, Chamber of Commerce.

15—Monthly meeting, Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, dinner, Roosevelt Hotel, **Cedar Rapids, Iowa,** 6:30 P.M. Speaker: David E. Howland, Manager, Port of New York Trade Development Office, Chicago. Film showing, "Container and Cargo."

15—Foreign Credit Interchange Bureau Hardware-Automotive luncheon meeting, Advertising Club, 25 Park Ave., **New York City,** 12:30 P.M.

16—Conference-consultations, Sidney Josephs, member, U.S. Trade Mission to Taiwan/Thailand, **Cleveland** Field Office.

16—In-Office Export Finance and Insurance Seminar. Field Office, **San Francisco.**

16—Chicago-Midwest Credit Assn., La-Salle Hotel, **Chicago.**

16—Export Expansion Workshop, Field Office, Federal Reserve Bank Building, **Cleveland;** luncheon, Hollenden House.

16—Conference-consultations, James Parks, member, U.S. Trade Mission to Taiwan/Thailand, **Minneapolis** Field Office.

17—Foreign Traders Association of Greater Philadelphia, Inc., and Philadelphia Regional Export Expansion Council, joint dinner meeting, 6 P.M., Sheraton Hotel, **Philadelphia.**

17—Foreign Credit Interchange Bureau Drug, Chemical and Food Export Club luncheon meeting, 12:15 P.M., Ben Franklin Hall, Advertising Club, 103 East 35th St., **New York City.**

17—In-Office Export Workshop, **Chicago** Field Office.

18—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

21—Outdoor Power Equipment Institute, 13th annual meeting, the Greenbrier, **White Sulphur Springs, W. Va.** Speaker: James F. Collins, Deputy Administrator, Business and Defense Services Administration.

22—"Show-You" In-Office Workshop on Export Expansion, **St. Louis** Field Office. Sponsors: REEC, World Trade Club.

23—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Boy's Apparel and Accessories Assn.; Field Office, Department of Commerce.

25—Conference-consultations. Arthur Noble, member, U.S. Trade Mission to Taiwan/Thailand, **New Orleans** Field Office.

25—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

29—Virginia Association of Insurance Agents, Cavalier Hotel, **Virginia Beach, Va.** Speaker: Alexander B. Trowbridge, Assistant Secretary for Domestic and International Business.

30—In-Office Export Seminar, Field Office, **San Francisco.**

July

8—In-Office Export Workshop, **Chicago** Field Office.

13—International Executives Association, luncheon meeting, **New York City.**

23—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

29—In-Office Export Workshop, **Chicago** Field Office.

August

19—In-Office Export Workshop, **Chicago** Field Office.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
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International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

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